SPINIFEX BREAKS THROUGH TO U.S. MARKETS

Wollongong, NSW. — 25 November 1985 — The Wollongong-based computer education developer, Spinifex Software Pty Ltd, has finalised distribution arrangements with the leading US domestic distributor, Soft.Kat Inc, and will ship over $A250,000 worth of Australian developed programs into the United States during the next five years.

The contract is believed to be among the first ever signed for mass US distribution of foreign classroom programs for microcomputers, or courseware. According to Spinifex's management and market development consultant, Mike Buchanan, major US software catalogues for schools use are completely dominated by the major US software and education publishing houses.

"Parochialism sways most American thinking in the schools software market," he said. "The major distributors and publishers find it difficult to accept that any offshore supplier could match local products in either development expertise or curriculum relevance."

Difficulties in arranging US distribution for the six Spinifex mathematics and numeracy programs were compounded because the mathematics segment is the most fiercely contested in the American schools software market.

First contact was made with Soft.Kat by Dr P.G. Burton in April and intermittent discussions and evaluations continued for four months before draft contracts were exchanged. Long-distance contract negotiations continued on a weekly basis for another three months and were concluded with five days of discussions in California during November, according to Mike Buchanan.

TRANSPORT POLICY ANALYSIS CENTRE INITIATED

The University of Wollongong is to be the location of the new Centre for Transport Policy Analysis from January 1986.

The Centre will concentrate on research and consultative projects in a number of high priority areas including:

* Shipping and Port Development Policy
* Export Minerals and Primary Industry Policy
* Transport Investment and Regional Economic Impact
* Air Transport
* Environmental Impact Analysis
* The Mechanics of Transport Policy-Making and Implementation

The Centre will be physically located within the Department of Geography with Dr Ross Robinson as its Director. The University has allowed Dr Robinson leave to establish the Centre and administrative support will be provided through the resources of Uniadvice.
Spinfex Breaks Through

(Story continued from page 1)

The initial contract gives Soft.Kat exclusive rights to Spinfex products in the United States for one year, during which the programs will be extensively advertised in education media and promoted through education catalogues with total distribution exceeding 500,000 copies. During the period, Spinfex will use the arrangement to introduce other Australian software and peripherals to the US market.

"Spinfex is being launched as a publisher to the US education community — which is a very expensive undertaking," Buchanan claims. "We are now looking for other products to market on a royalty basis, with the objective of increasing the cost-efficiency of our own brand promotion."

A specialist evaluation group will assess products submitted.

Australian "Technological Cringe"

Spinfex management has also been sharply critical of Australian software distributors, claiming that these organisations are frequently unwilling to support quality local software for education use.

"It's generally much easier for a local distributor to gain some leverage from US promotion and acceptance of a program than it is to support uniquely Australian courseware — particularly in the competitive segments like mathematics and numeracy teaching."

"For example, in August, Spinfex gained the first Australian Design Award for product excellence ever granted to home or education market software. The package is pictured opposite. The company held off on the public announcement and promoted the award quite extensively to distributors and retailers but — with some quite notable exceptions — had difficulty gaining mass distribution before Apple Computer Australia selected the Spinfex 'Number Detective' program as part of its Christmas promotion," Buchanan said.

"We're still looking for a competent Australian distributor. But we believe the current US trends evident in software distribution will flow through eventually. Already, the major Australian hardware suppliers have segmented their dealer bases to create education specialists. In the US, the leading software distributors are moving in the same direction — limiting distribution of key products to properly qualified sub-distributors and retailers."

To test market reaction to local software, Spinfex conducted a two week telemarketing activity in the Illawarra region in October. Of 51 schools contacted with a free trial offer, 18 purchased bundles of software priced at up to $260. Many of the remainder had no funds available at the time of the offer but indicated a willingness to purchase early in 1988.

Spinfex Background

Spinfex was founded in 1983 by Ian Greig, a school teacher with a keen interest in computer applications in education, and Dr P.G. Burton, a prominent academic at the University of Wollongong.

Six programs were developed by a project team led by Dr Burton, supported by advisors such as Professor Ron King, head of the Faculty of Education at the University of Wollongong. Funding support was given from a leading Australian business development finance house.

The company was supported through the start-up phase of the Illawarra Technology Centre — a joint venture of the NSW Government and the University of Wollongong, intended to nurture technology start-up companies in the Illawarra region of NSW.

Transport Policy Centre

(Story continued from page 1)

A number of academic staff from universities throughout Australia have agreed to offer their expertise as consultants, together with numerous Government departments, agencies and interest groups.

Why The Centre?

Transport and transport-related costs may, and often do, represent a relatively large proportion of the delivered price of commodities in national and international markets. For many of Australia's export commodities, for example, increases in these costs may mean the loss of markets and exclusion from potential trading destinations.

Regrettably, there is now considerable evidence to suggest that these costs are higher than they ought to be; that they may not be related directly to the costs incurred in the physical provision of the transport service and that they reflect serious inadequacies and irrationalities in the policy frameworks within which the transport process takes place. Moreover, there is a growing awareness of the need to understand not only the operational complexity of transport services and their associated cost pricing structures but also the decision-making, policy-making and implementation processes and the cost spinoffs that are directly attrib-
* The Centre will focus on a number of high priority research areas for which there is considerable expertise among its researchers. It will also, as far as possible, attempt to integrate programs of postgraduate and contractual research.

$750,000 RESEARCH PROJECT

The Electrical Research in making known its allocations for the new year has announced that it has made available a further $42,798 to support a research grant initially awarded in 1981, to a group of staff from the University of Wollongong.

The co-researchers are Professor P.C. Arnold, Dr A.G. McLean and Mr P.W. Wypych of the Department of Mechanical Engineering.

Their project is entitled "Dense Phase Pneumatic Conveying of Pulverised Coal and Fly Ash".

The latest grant means that over $210,000 has now been made available by the Electrical Research Board to support this project.

Over the period 1981-86 the National Energy Research Development and Demonstration Council has made available over $260,000.

The NERDDC grant for the coming year is $43,212.

In all the project has now attracted almost half a million dollars in research funds.

In addition, the researchers have on permanent loan a research rig valued in excess of $200,000.

The aim of the project is to permit the conveyance by pipes of the maximum amount of material, such as coal or the fly ash which results from the burning process in a furnace, with the minimum amount of air.

Before a rig is used, it is necessary to develop appropriate mathematical models to allow the accurate prediction of the likely performance of the materials conveyed.

The researchers are in touch with research teams addressing similar problems in several overseas countries including Germany and England.

They report that the project has enjoyed considerable success since it was begun and are confident that it will continue to attract funding in future.

FRIENDS START VICTORIAN CHAPTER OF GRADUATES GROUP

An enterprising graduate of the University, Michael Halls, who many will remember as an active student politician in Wollongong, has started a Victorian Chapter of the Graduates Group within the Friends of the University.

The group has received a foundation grant of $400 from the Graduates Group. At this stage about ten graduates have expressed an interest. Any other graduates in Victoria are urged to contact Michael Hall at P.O. Box 236, Avondale Heights, Vic. 3034.

Michael is a Senior Administrative Officer at the Footscray Institute of Technology.

APPLE CONSORTIUM CONFERENCE

By Gary Kelly of Computing Science

The second Australian Apple University Consortium Conference was held at Apple (North Ryde) early November 1985. During the conference two major items of interest for this University were negotiated: cheaper memory upgrades for the 128KB Macintosh and bulk purchasing of Microsoft products.

The bulk purchase of Microsoft products not only includes their full range of Macintosh software but also their complete product range including IBM software. The Consortium has negotiated to purchase a large annual amount of Microsoft products at a considerable (around 50%) discount. The arrangements have not yet been finalised but as soon as they are I will inform everyone as to their final outcome.

Cheaper memory upgrades for the 128KB Macintosh have been a problem to many departments. The Consortium negotiated with Apple to purchase around 400 upgrades at a greatly reduced price. Departments can purchase the upgrade for $350 (including installation), while the price for staff and students is $400 (including sales tax and installation).

The upgrades can be purchased through Graeme Dunn (ext 3913) and will be installed by the Department of Computing Science. Arrangements for the installation of the upgrades can be made with the secretary (Nola ext 3859) in Computing Science. You will need to book a suitable day for the installation and deliver just the Macintosh to the Department in the morning and pick up in the afternoon.

SUMMER SESSION 1985/1986

The fourth Annual Summer Session conducted by the University will be held over the December/January period.

As in the past, two types of courses will be offered: University level and general interest courses.

Full details are contained in a brochure available from the University by phoning (042) 270927 or by completing the Section below and returning it to: The University Secretary, The University of Wollongong, P.O. Box 1144, Wollongong, NSW, 2500.

Name: ..............................................
Address: ............................................
Postcode: ........................................
General Notices

REVIEW OF THE DEPARTMENT OF EUROPEAN LANGUAGES

A preliminary review of the Department of European Languages has been initiated, following the resignation of the Chairperson and Professor of French — Professor R.B. Leal.

Under the procedures for a Preliminary Review, the Deputy Vice-Chancellor as Chairperson and an external assessor (yet to be announced) are required to comprise a Review Committee. In this case, the Committee will concentrate on the future directions of the Department, including the nature of the Chair and the most effective academic structure (e.g., Department or School).

Members of the University are invited to forward submissions and comments to Mrs L. Woodley, Planning and Development, by Thursday, 12th December, 1985.

SUPERANNUATION INFORMATION SESSION

Representatives from the N.S.W. State Superannuation Board will visit the University on Wednesday, December 18, 1985 for an information session. The session will be in a question-answer format, and so presents an ideal opportunity for those readers who have queries on superannuation to have them answered in person.

In order that rooming requirements can be assessed, staff interested in attending should contact Wendy Raikes, ext 3798, by December 9, 1985.

CHANGE OF ADDRESS — WOLLONGONG COMMITTEE

The Wollongong Committee has a new telephone number — 271988; and a new Post Office Box — 1988 Wollongong East, NSW, 2500.

FAREWELL DINNER FOR PROFESSOR LEAL

The University is organising a farewell dinner for Professor R.B. Leal of the Department of European Languages who is leaving to take up a position as Deputy Vice-Chancellor at Macquarie University.

The dinner will take place at the Union on Thursday, December 12, 1985, at 8.00 p.m.

Interested parties should fill in the attached slip and mail it to the Secretary, Department of European Languages by Friday, December 6. Seating will be on a limited first-come first-served basis.

+++

I wish to attend the University farewell dinner for Professor Leal.

Cost of buffet dinner: $14.80 per person. (Pre-dinner drinks and wine included).

No. of persons in party ............

Cheque for $ .................. attached.

Name ..............................................................

Department ....................................................

Remember: Seating is limited. Please return this slip by Friday, December 6.

1988 BICENTENNIAL CELEBRATIONS

The Australian College for Seniors will be conducting as part of the University’s Summer Session, an Australian History Program to celebrate the Bicentennial. If any other areas within the University wish to undertake any special activities during 1988 to mark Australia’s 200th birthday, it would be appreciated if preliminary details of such activities were given to Trevor Brew, Senior Assistant Secretary, Academic and Student Services.

ILLAWARRA COMMUNITY BROADCASTERS

The date for the public hearing by the Australian Broadcasting Tribunal for the licence application by Illawarra Community Broadcasters is 10 am on Thursday 12th December, 1985, in the Wollongong City Council Chambers.

The application for the grant of the licence is available for public examination on 4th floor, 153 Walker Street, North Sydney, tel. (02) 622900.

PARTICIPATION AND EQUITY PROJECT

The University has forwarded its submission to the CTEC for funding of its 1986 Participation and Equity Project. The Submission includes a proposal to extend and develop the University’s pilot preparation program offered this year. It is hoped that through the project, the University continues to develop means of improving access to University for capable students who are otherwise disadvantaged.

It is expected that the Commission will continue to fund the University’s initiatives.

Copies of the submission and further details are available from Karen Wilcox (ext 3918).

ACCOMMODATION NEEDED FOR OVERSEAS STUDENTS

The Illawarra Committee for Overseas Students wants to make a register of people interested in providing accommodation for overseas students for a few weeks after their arrival while they are looking for rented accommodation in Wollongong. The period of time when this sort of help is needed is mostly between 15 February and 15 March.

Could interested readers ring one of the following contacts: Doug Scott 841214, Anne Porter 287008, Arthur Sherwin 848341.

STUDENT LATE FEES

The University Council has approved the following charges:

Re-enrolling undergraduate and postgraduate students

i) Failure to re-enrol or provisionally re-enrol by the prescribed date — $20

Where charges have not been paid prior to the commencement of Session 1 the following additional charges will apply

ii) Charges paid during the first two weeks of Session 1 — $30

iii) Charges paid subsequent to the second week of Session 1 — $50.
RADIATION PROTECTION COURSE NO. 9

The above course will be held from 3 March to 28 March 1986 at Lucas Heights.

The objective of the course is to provide training for persons who have responsibilities as radiation safety officers (full-time or part-time) and for those who require a knowledge of radiation protection principles and practices in their work. The course is open to both graduates and non-graduates.

The fee for the course, exclusive of accommodation, subsistence and fares, is $800.

For further information contact the University Radiation Officer, Dr Ross Lilley, ext 3006.

Job Vacancies

Details of the following positions are displayed on the Campus News Notice Board situated at 49 Northfields Avenue.

Melbourne  Chair of Finance
Monash  Chair of Economics
Chair of Econometrics
Queensland  Professor of Surveying and Land Information
Snr. Lecturer in Electrical Engineering
Snr. Lecturer/Reader in Chemical Engineering
Murdoch  Tutor in Physics
Flinders  Postdoctoral Fellow in the Biology of phorbol ester tumour promoters
Computer Systems Officer, Gd. 1
Adelaide  Tutors in Politics (3), in Commerce, English Language & Literature, Botany, Education (2), Computer Science, Statistics
Senior Tutor in Geography
Senior Teaching Fellow in Geography
Lecturer in Chemical Engineering
Foundation Professor of Management
Research Associate in Microbiology and Immunology
AVCC  University posts in Australia and overseas
Wollongong  Incremental Clerk in External Studies Administrative Officer (Special Projects) in Finance
Computer Trainees
Casual Attendant/Cleaners
James Cook  Research Fellow (Cyclone Testing Station) Civil and Systems Engineering
Melbourne  Robert Wallace Chair of English
United Nations  Various posts
Institute of Policy Studies  Research staff for research in tax reform

GALA CONCERT A FINANCIAL SUCCESS

Total income for the Friends Gala Concert was $6824.63 and expenditure totalled $6119.93 leaving a surplus of $704.70. The Executive Officer of the Friends said he was very happy with the result as it will help cover the unavoidable loss of $350 on the Town v Gown Cricket Match, which had to be cancelled because of rain.
**Research News**

**ECONOMIC & FINANCIAL RESEARCH FUND — GRANTS AND FELLOWSHIPS**

Over several decades the Bank has, each year, invited applications for grants and fellowships to assist postgraduate research on economic and financial topics relevant to the Australian economy. Partly because of a disappointing response to these invitations in recent years, the Bank is altering its approach to financing research projects. Accordingly it does not propose this year to issue the usual invitations.

The Bank will, however, continue to support some research work in economic and related fields in a number of ways. Those seeking continuation grants for work in 1986 on projects already being supported by our Economic and Financial Research Fund should write to the Secretary of the Bank as soon as possible giving details, as in the past, on work proposed and help sought.

The Bank may, from time to time by advertising and/or other means, seek applications for assistance with projects in which the Bank is particularly interested. (An example of possibilities includes the advertisements early this year which sought to hear from people interested in helping to prepare a volume of biographical essays on Australian financiers).

The Bank will still be willing to receive enquiries from institutions seeking help for work with particular projects. Those involving topics close to the Bank's main interests will be favoured.

**VISITORS TO THE UNIVERSITY**

On Tuesday, 29th October, two senior officers of the Department of Trade visited the University. They were Mr Geoff Kelly, Assistant Secretary, Market Analysis and Research Section, Manufacturers Trade Division, and Mr Don Houston, Assistant Director (Technology), Services, Trade and Export Facilitation Division.

They are in a section of the Department of Trade which is concerned with the development and export of high technology hardware. On their visit they were accompanied by Mr Ron Jackson, Director, Wollongong and Southern Region, Department of Trade and Department of Industry, Technology and Commerce.

Mr Kelly and Mr Houston visited the Illawarra Technology Centre in the morning where Mr John Anderson and Ms Maureen Le Blanc explained the Centre's operations and conducted a tour of the premises. After lunch the visitors inspected several aspects of the University including the Departments of Electrical and Computer Engineering and Chemistry.

Mr Jackson has since reported that the visitors were extremely pleased with their visit and found the University most interesting. They are anxious to return to take up several issues. Already they have forwarded some papers to one of the firms occupying the Technology Centre and have made representations to their Sydney office on behalf of another firm. They have asked that they be kept informed of developments on campus.

The invitation was issued by the Acting University Secretary, Mr J. Langridge, at the suggestion of the Submissions and Research Contracts Officer, Mr Tom Moore.

**Research Grants**

**OCCUPATIONAL HEALTH AND SAFETY SPECIAL PURPOSE GRANTS**

The National Occupational Health and Safety Commission has been established to provide a national focus for activities relating to occupational health and safety matters.

The Commission is interested in receiving applications for funds for innovative occupational health and safety projects under its newly established Special Purpose Grants Scheme.

The Commission is particularly interested to receive proposals for projects in the following areas:

- developing and/or evaluating a design for removing and/or controlling an occupational health and safety hazard
- occupational rehabilitation functions or services
- occupational stress
- musculo-skeletal injuries

The Commission is interested in projects of general application and also those directed towards areas of employment involving particular groups, such as women, workers of non-English speaking backgrounds, young workers, Aborigines and disabled workers.

Anyone interested in obtaining further information contact Trevor Smith, ext 3079, or Tom Moore, ext 3386.

**NEW SOUTH WALES GOVERNMENT ORAL HISTORY PROJECT**

The Ethnic Affairs Commission is submitting for tender a project to be called: The Other Australia: The Immigrants Perspective.

To feature the experiences and contributions of immigrants to this State since 1900.

The project will involve:

- obtaining oral histories and documentary material;
- completion of a manuscript relating to the experiences and historical significance of immigrants to NSW for publication in 1989
- establishment of a permanent display of records, exhibits and other historical material.

Applicants who wish to register their interest should be capable of independent and intensive research, have an appreciation of oral history methodology and appropriate qualifications and/or experience in the field of migrant historiography.
Scholarships and Prizes
Details of the scholarships and prizes below are displayed on the Campus News Notice Board situated at 49 Northfields Avenue. Application forms are available from the Student Enquiries Office.

ANU
Robert Gordon Menzies Graduate Scholarship
PhD Research Scholarships

WAITE Agricultural Research Institute
Postgraduate Scholarships

Concerts, Exhibitions and Entertainment
“A MATTER OF DEGREE” EXHIBITION
By John Eveleigh, School of Creative Arts

This exhibition of work by final year Associate Diploma and Bachelor of Creative Arts Student Majors contains no less than over 368 exhibits. Most are for sale. Works include Ceramics, Drawings, Paintings, Prints, Textiles and Sculpture. The exhibition is open Monday to Friday from 11 am to 1 pm and 2 to 4 pm and Sundays 2 to 5 pm and should not be missed. It closes on December 8, 1985.

It is not only a milestone in the life of these students but is truly a stunning exhibition. Among the outstanding works are those by Judy Weeks who has twice exhibited in mixed exhibitions in the Coventry Gallery in Sydney. She evokes figures in a variety of media with a blend of surrealistic fantasy which are compelling and highly accomplished.

Another artist of extraordinary depth is Johan Hanepen. He exhibits two woodcarvings. No 180 “Kiss” is particularly fine. His strong no nonsense pottery is excellent. He also shows some highly personal and accomplished drawings and a painting of North Wollongong.

Six of Katherine Newman’s poetic landscapes of the Illawarra have been sold in the first three days of the exhibition. The colour, the handling of pigment, the evocation of mysterious places such as the Minnamurra Water Falls studies into well organised compositions are a joy.

Another accomplished landscape artist is Dale Hodges who draws her inspiration with telling effect from the bush and rain forests.

Artists who explore a personal world of fantasy include Debbie Ward - who shows a large painting and numerous small works on paper which combine images of “memory, aided by fantasy, set free by imagination” - Moreno Pazin and Niall McPherson. Again several of Niall’s works have sold.

Among purely abstract works Merrilee Swan handles colour with sensuality and sensitivity.

In this exhibition there is an abundance of Ceramics, much of it highly accomplished, woven kimonos by Michael Johnstone and a very delightful and original cot quilt by Sue Rowley - titled “self portrait”.

Margaret Bell is a print maker - one of her etchings is reproduced on the front of the catalogue which has 25 reproductions – and how good it is! She is also exhibiting a series of silkscreen prints titled “Pretty as a Postcard” and three very telling monotype female nude drawings.

Robert Laurie includes a large Tryptich painting with some powerful drawings. One “Just a Shadow” has been purchased for the University’s Permanent Collection along with several other artists’ work in this exhibition.

An exhilarating exhibition and one not to be missed.

MESSIAH

Students, staff and singers of the University will join forces with the Illawarra Choral Society to present its biennial performance of Messiah on Monday, 9th December, 1985 at 8 p.m. in the Wollongong Town Hall under the baton of Robert Smith, lecturer within the Faculty of Education. This is a special performance to commemorate the Tercentenary of Handel’s birth.

On this special occasion the Illawarra Choral Society will host prominent guest artists:

- Jennifer Bates, Soprano, who has appeared many times as soloist with the Sydney Philharmonia Society.
- Katharine Capewell, Contralto, who has sung with the Welsh National Opera and Royal Opera Convent Garden.
- Adrian Brand, Tenor, winner of the N.S.W. Vocal Section of the A.B.C. Instrumental and Vocal Competition, 1985 and runner-up in the Sydney Sun Aria Competition, 1985.
- Stephen Bennett, Bass-baritone, who sings regularly with The Sydney Philharmonia Society. Stephen recently won the Illawarra Music Club National Operatic Aria prize and in 1986 will commence work as a principal with the Australian Opera.

Jennifer Bates sang as Soprano soloist in the 1981 performance of Messiah and both she and Katharine Capewell sang as soloists with the Illawarra Choral Society in the 1983 performance of Messiah.

Jennifer Bates and Stephen Bennett appeared twice in Wollongong Town Hall this year as soloists in the performances of The Creation (Haydn) and Requiem in D Minor (Mozart) for the Friends of the University Gala Concert.

Tickets are available from Jurjens, Keyboard Clinic, Wilsons Record Bar and the University of Wollongong Union Office: $9, $5, Family $20.

For further information contact Bette Stoddart (Publicity Officer, 673964), Sylvia Rice (President, 287761) or Robert Smith (Conductor, 271319).
GRAHAM GALLERY

Preview 11 am Sunday, December 1.
135 Cordeaux Road, Kembla Heights. Hours: Saturday and Sunday 12-5 pm or by appointment - 042 715442.

THE UNIVERSITY SINGERS

Directed by David Vance, The University Singers present THIS LITTLE BABA — A concert for Christmas including "A Ceremony of Carols" by Benjamin Britten with Rosemary Barnes: Harp.
Union Hall, Tuesday, December 3, 1985 at 8.15 pm. $6 — $4 concession.

Advertisements

Advertisements in Campus News are repeated each week until withdrawn, OR, until new advertisements push the old ones off the end of the column, whichever occurs first.

"CAREER TRAINING"

Teacher/Tutor, Secretarial Studies — Private tuitions in rapid/short-term courses in Pitman's shorthand, American speedwriting, easy A.B.C. shorthand, touch typewriting and English. Tuition rates reasonable. Phone 840003 between 10.30 am to 11.30 am only.

BALGOWNIE HOME FOR SALE

Len Sansam, Senior Head Teacher in Mining at Wollongong College of TAFE is retiring next year and moving out of the district. He wishes to sell his home in Duncan Street, Balgownie, which he describes as: 'a delightful 3-bedroom brick-veneer home with large family room, workshop, privately enclosed gardens in a key position'. Asking price $97,000. Please telephone 847264 if interested.

FOR SALE

Good condition bedroom capets. $50 each. 12' x 10' beige; 12' x 9' red; 10' x 9' gold. Telephone 29879.

PERSON TO SHARE TOWN HOUSE

Teacher is looking for another professional person, or post-graduate student to share comfortable three-bedroomed town house at Corrimal. Must be a non-smoker. Rent $48 per week plus shared expenses. Enquiries to 841681, over Xmas to 049-488569 or P.O. Box 150, Corrimal, 2518.

CHRISTMAS SPECIALS

The Sports Association has some great Christmas present ideas for the sportsperson at a low price.
Adidas Shoes: Tennis Champion, $29.95; Smash, $43.50; Rome, $36.90.
Adidas Shorts: Mexico Sport shorts (Navy Blue, White) $7.95.
Racquets: Stella Squash racquets, $39.00; Stella Tennis Racquets, $45.00; Racquetball Racquets, $13.00; Badminton Racquets, $11.00.
Sports Association dress jumpers are now on sale for $38.00. (Navy blue V neck jumper).

HOUSE WANTED

Family of 4 require 3-bedroom house, unfurnished O.K. Good references available. Phone ext. 3799.

FOR PRIVATE SALE

231 Gipps Road Keiraville. Brick veneer home close to shops and school and convenient to University. Living area approx. 26 squares (high ceilings) plus double garage approx. 6 squares. Rooms: 3 bedrooms (Note room behind garage can be a fourth).
Enquiries to Mr Griffiths at above address on Thursdays 10 am - 4 pm.

HOUSE FOR SALE — KEIRAVILLE

4 bedrooms, 2 bathrooms, rumpus lounge/dining, modern eat-in kitchen, in-ground pool, immaculate condition. $98,500. Telephone 272775.

FRESH NUTS

If you would like to order fresh nuts for Christmas or anytime until mid-December, contact Jenel in Central Registry on ext 3902. Orders are placed weekly on Thursdays, nuts roasted Saturday, packed Sunday, delivered fresh to you on Monday. Please enclose money when ordering.

FOR SALE: EDUTECH WOODEN TOYS

A variety of original, interesting, durable wooden toys, including a range of educational spiral abacuses and construction sets for hand-eye co-ordination activities. Cheap - director from workshop to you. Make ideal Christmas presents. Used by local playgroups and pre-schools. Contact Lyndall on 563174 for details or obligation free demonstration.

LIONS CHRISTMAS CAKES

Again Lion's Clubs Christmas cakes are now available from Bill Trueman, ext 3539, at the Library. Cost $5.50 each for 1½ kg. cake. Also letter from Father Christmas for the children at $1 each. Forms available now.

WANTED TO RENT

3 bedroom executive style unfurnished home for 6 or 12 months. Willing to pay up to $150 per week. Required immediately. Phone Mr Wallace, 711788.

FOR RENT

Share accommodation, fully furnished, 2 bedroom, historical terrace house in Campbell Street. Please phone 273758.