

## **David Allett - A Tribute from Frank Pipe of knowing David from 1973 and for the next 16 years.**

I first met David 50 years ago in July 1973, and fate played a major part in our meeting.

I was 22 years old working as a trainee computer systems engineer, and I was very bored with my job. I was desperate to leave the company and to find a job selling computers. I was determined to become a salesman, but it was very difficult because I had no previous selling experience.

I was sat in the communal office one Thursday lunchtime, reading the job advertisements in the Daily Telegraph, and there in the middle of the page was an advert for Wang Electronics; they were recruiting new salespeople to sell their range of Basic Language computers, and no previous Sales experience was required.

I couldn't believe my luck this was exactly the job I was looking for. I was plucking up the courage to phone the number, when the phone in the office started ringing, I got up from my desk walked over and answered. A lady by the name of Bet Lynch said "hello, I'd like to speak to Frank Pipe, I have Mr. David Allett Managing Director of Wang Electronics on the line, and he would like to speak to you about your CV. I was in shock at this coincidence. I saw David one week later. We had a great interview and he decided that I was the type of person he was looking for and offered me a job on the spot. I couldn't believe my luck, I got a company car, my salary more than doubled and I joined the company 4 weeks later, on the 23rd of August 1973. Unbeknown to me David had received my CV from a recruitment company and hence the call.

David had recruited a great new team of sales and support staff, Engineers, and administrators, we all helped each other and there was a wonderful team spirit that reflected David's approach and leadership. He was a hardworking, kind, good humoured man who had a very strong will to succeed. This great team would be the basis

of developing one of the most successful computer companies in Britain during the 1970's and 80's.

I struggled to achieve my sales targets because I was so inexperienced, but David encouraged, advised and mentored me. Even when people tried to fire me because I wasn't successful, David intervened and ensured that I got more training and help. At the end of my first full year on quota I was one of the top salesmen in Europe, and my career took off, and this was because of the opportunity David had given me and his continued support and guidance.

I worked at Wang for 16 years and had a full and exciting career in the Computer Industry over the next 20 years. I always tried to emulate David. I encouraged my teams and recognised those people that worked hard. David came to my wedding and my 50th Birthday and both times I introduced him as my Sponsor and Guardian, because without him I would not have been able to have built the successful career that made me the person I am today.

**Thank you David...**