

"THE JOHN TURK STORY"

by Steve Connard

for

CREATIVE WORKS.

Running Time 18 mins

Audience and Intention

John R Turk and Sons is one of the largest privately owned electrical wholesale companies in Australia.

The audience for this video is the staff, selected clients and suppliers that will be present during the company's 21st birthday celebration. Leonard Teale, who had already been engaged as the MC for this event, became the Presenter in the video.

The video's function is to explain to new staff how John Turk created the company, why his style of business was so successful and why his approach should never be forgotten.

The video also is a motivator for staff and an assurance for them that there is a great future with John R Turk and Sons.

VIDEOAUDIO
Part 1

1. Black screen

JOHN'S VOICE SPOKEN BY DAVID TURK
"My satisfied customers are my sales Reps. I don't have to pay them wages or chase them out of the pub."

2.
LEONARD TEALE to camera at outside the branch at Silverwater as Customers arrive.

LEONARD TEALE 100%
The founder of this thriving business and its satisfied customers was an extraordinary man called John Robert Turk.

He was born a battler, with an eye for opportunity and a nose for business. But what separated him from the rest was the way he dealt with people and his love for his fellow man.

2A. TITLE: "THE JOHN TURK STORY" over photo of John.

MUSIC.

3. B&W CUT TO
Old photos of Denman, farmers at work and town traders.
Old Photo of all the children, and John as child.

LEONARD TEALE VO
John Turk was born in 1925 in the Hunter Valley. His parents were struggling share farmers, living on the outskirts of the bustling town of Denman.

John grew up the only child with a crippled leg and stubbed fingers in a family of ten...

4. LEONARD TEALE
to camera at Silverwater.

LEONARD TEALE 100%
John Turk quickly realised that if he were to be self sufficient with his disability, he would have to be one jump ahead of the rest.

5. B&W
Old Photo of John Turk as a teenager.
Old Photos of Denman traders.

LEONARD TEALE VO
So by the time he was ten, John was up at dawn, growing vegetables, trapping rabbits, and busily selling his produce to the townsfolk. If a sheep died, he'd be there before the crows!

6.
LEONARD TEALE to camera.

LEONARD TEALE 100%
His fledgling business quickly grew. John Turk was already doing his apprenticeship in wholesaling.

7. Ext Castle Hill
Head office. DISS to shots of other branches, staff.

LEONARD TEALE VO
Later he would go on to create a multimillion dollar business with 23 branches and a staff of 160.

8. B&W
Old photo of Denman
railway station.

LEONARD TEALE VO

At 13 John left Denman and took off
to Sydney in search of a regular job.

9. LEONARD TEALE to
camera at
Silverwater.

LEONARD TEALE 100%

He found a position running messages
at Eric J Gray Electrical Wholesale.

With his extrovert nature, fearless
rapport with people and three years
of selling already behind him, he
quickly established himself as an
extraordinary salesman.

9A. FLASH CUT of
Silverwater Manager
with Customer

LOUD NATURAL SOUNDS OF BUSY BRANCH.

10. B&W
archival interview
SUPER: "Peter
Rheuben" (1.01.40)

PETER RHEUBEN 100%

"He had a good common touch with
people and could mix with people at
all levels and that's what made a big
difference".

10a. FLASH CUT again
-Silverwater Manager

LOUD NATURAL SOUNDS OF BUSY BRANCH

11.
B&W archival
interview.
SUPER:
"Jim Charlton "
(2.10.12)

JIM CHARLTON 100% ?

"He was the greatest salesman that I
have ever seen in me life. Before I
left the building I had an account
with them and I went in for about 2
bobs worth of connectors."

12. B&W
Photo of diggers
going to war.

LEONARD TEALE VO

But the 2nd World War had broken out
and materials were scarce.

13. B&W
Old electrical stock
from Caringbah
collection.

It was difficult for the contractors.
There was always a shortage of
something- someone had cable but no
conduit, or switches with no cable.

14.
LEONARD TEALE to
camera at
Silverwater.

LEONARD TEALE 100%

With his eye for opportunity, John
saw a chance to help these
contractors, and his company.

He began buying off some to sell to
others to complete orders. The
contractors loved him for it, and
Gray's business boomed.

With his product knowledge and
rapport with clients, John felt he
could do more.

15.
B&W
Old photos of John
with his car.

LEONARD TEALE VO

So at the age of 21, John began working as commercial traveller between Sydney and Gosford.

16. B&W
Old clients lists or
map superimposed
with white road
lines flashing by ?

LEONARD TEALE 100%

For 25 years, he serviced Gray's customers with an efficiency and reliability they were not used to. He soon became the top traveller in Sydney.

17. B&W
More lists or map
and white road
lines.

LEONARD TEALE VO:

He relentlessly pursued more new business and his client base swelled!

18.
B & W archival
interview
SUPER:
"Peter Rheuben"
(1.00.52)

PETER RHEUBEN 100%

"He built up a rapport with his clients and they stuck to him. When he said that he'd have such and such there on time, he had it there."

19.
B&W
Old photos of John's
wedding and the
houses they lived
in.

LEONARD TEALE VO

In 1948 John married Lois Armour and they moved into a flat in Neutral Bay. When John felt secure enough with his job, they bought a house in Wahroonga and later moved to Pennant Hills.

20.
LEONARD TEALE to
c a m e r a a t
Silverwater.

LEONARD TEALE 100%

The responsibilities of a wife, five sons and a daughter fuelled John's wish to create a secure environment for his clan.

21.
B & W Archival
interview
SUPER: "Russell
Judd"
(3.54.5)

RUSSEL JUDD 100%

"That was a big thought behind John at all times- my family will be secure!"

22.
B & W archival
interview
SUPER: "Lois Turk"
(1.36.14)

LOIS TURK 100%

"He was a very determined person and very sure of himself. I felt secure in the knowledge that I knew he was always going to be a very good provider"

23.

LEONARD TEALE to camera at Silverwater. CUT to PAN along diagrams from old catalogue of electrical equipment. DISS in old map.

24.

B & W archival interview
"Lois Turk "
(1.48.32)

25.

B & W Old Still photographs of John with clients and in social and sporting situation.

25A.

B & W Old photos of John playing sport.

26.

B & W Old photos of bowlers at Hornsby Bowling Club.

26A.

CU Trophies that John won.

26B. B & W DISSolves of Old photos of bowlers playing at Hornsby, John giving speeches, participating in festivities and entertaining the children.

27.

B & W archival interview
SUPER: "Bob Noyes"
(3.00.40)

LEONARD TEALE 100%

He threw himself into his work with such a passion that by the early 1950's his clientele expanded at an extraordinary rate.

With John Turk as their middleman, Eric J Gray became the major supplier of electrical goods between Sydney and Gosford.

LOIS TURK 100%

"His mother said he had two sets of brains. ..Everything he worked at succeeded.....it was sheer determination, he was a very, very forceful man.

LEONARD TEALE VO

As John's clientele increased, so did his confidence and he was persuaded to take up a sport, something that he previously thought impossible with his disability.

LEONARD TEALE 100%

He chose carefully. Whatever he did, he had to excel at- despite his affliction.

LEONARD TEALE VO

He decided upon snooker and lawn bowls and having made that decision, John learnt these games with the same fierce determination to succeed.

And succeed he did, winning many bowling trophies in his early 20's. Again, John had set a goal...and achieved it.

In this social environment, John again displayed his wonderful people skills.

He delighted in ad-libbing poetry, playing the commoner, and clowning with the children at Christmas.

MIX IN FX OF CHILDREN'S PARTY.

BOB NOYES 100%

"John was a magnificent talker, a great teller of stories, one of the great people mixers, John could mix with people from any walk of life..."

28. B&W
Old photos of John
residing and giving
speeches.

B&W
New footage of
tournament team
photo.

29.
B & W archival
interview
SUPER: "Peter
Rheuben", (1.02.45)

30.
LEONARD TEALE to
camera at
Silverwater.

31.
Bowlers playing
poker machines at
Hornsby Bowling
Club.

32. B&W archival
interview
SUPER: "Lois Turk"
(01.42.01)

33.
LEONARD TEALE at
Silver-water. He
watches one of the
staff piling empty
beer cans into a
box.

LEONARD TEALE to
camera.

34. B&W
Old photos of
festivities at
Hornsby Bowling
Club.

LEONARD TEALE VO

In 1958 at the age of 33, John became
president of the Hornsby Bowling
Club.

By 1966 John was a major force in
bowls. He became a selector for the
NSW Bowling Association and hosted
the Rhodesian Team for the World
Tournament.

PETER RHEUBEN 100%

"You wouldn't get a better tournament
organiser than him."

LEONARD TEALE 100%

No matter what he did, John Turk did
it well!

LEONARD TEALE VO

During his presidency at the club, he
took a controversial stance in
banning two shilling poker machines
when spouses complained of their
husbands losing their wages.

LOIS TURK

"He really objected to people wasting
their money."

LEONARD TEALE 100%

What are these for?

STAFF 100%

These...they go to charity.

LEONARD TEALE 100%

For John Turk, wasting money and not
being able to provide for those under
one's care, was almost a crime. He
was also very conscious of the less
fortunate and other people's
suffering.

LEONARD TEALE VO

During his bowling presidency, John
saw an opportunity to raise some
money for charity and he introduced
the annual Electrical Trades Bowling
Day.

35.
Hornsby hospital and
the John Turk
lounge.
CU Name of Lounge.

LEONARD TEALE VO
Hornsby Hospital was the chief
benefactor and John's endless
charitability led to the naming of
the John Turk Lounge at the hospital.

Part 2

36.

Leonard TEALE to
c a m e r a a t
Silverwater

LEONARD TEALE 100%

In 1971 Eric J Gray sold out to Telcon Electrical. John realised that he would probably lose 32 years of business contacts. Those clients were his family's livelihood.

37.

B&W
Old photo of
original premises.

LEONARD TEALE VO

So John decided to go it alone and began trading himself from his first branch in Whiting St, Artarmon.

38.

Leonard TEALE to
c a m e r a a t
Silverwater

LEONARD TEALE 100%

John announced the opening with hundreds of letters and followed it up by a personal phone call. He knew that personal touch was important.

The family of course did the entire shop fitout. After all, that's what his family was for, weren't they?

39.

Customers and staff
at Silverwater.

LEONARD TEALE VO

This first branch was initially very different from the current outlets.

39A. B&W Archival
interview
SUPER: "Terry Turk "
(3.56.18)

TERRY TURK 100%

"There was no shelving... no where to put anything. All the bakelite was on the floor. His counter was a desk with a phone on it, no cash register, there was a card board box with what cash there was.... "

40.

CU Staff picking up
phone and searching
for stock on
computer.

LEONARD TEALE VO

Like today, the telephone was his lifeline....

41.

Black screen.

JOHN'S VOICE SPOKEN BY DAVID TURK

Now listen to me, those phones aren't to ring any more than three times".

42. The Manager
having a beer and a
Sao with a Customer.

LEONARD TEALE VO

And the Sao biscuits were his PR.

43.
Black screen.

JOHN'S VOICE SPOKEN BY DAVID TURK)

"I ask a bloke in for a cup of coffee and we've got no Sao biscuits! No Saos! Go down to the shop and get some Saos and some vegemite."

44.
LEONARD TEALE to
c a m e r a a t
Silverwater.

LEONARD TEALE 100%

The image was rough, but the stock and service quickly became the attraction to many.

45.
Contractors arriving
at Silverwater with
their orders.

LEONARD TEALE VO

He knew that the contractors required unusual items and that they were not being adequately serviced by the big national companies.

He focused on this group and believed that his reputation for stock and service would win their loyalty.

46.
Leonard TEALE to
c a m e r a a t
Silverwater

LEONARD TEALE 100%

Only when he was sure that the business could offer security did he bring his eldest son, Robert into the company.

Robert was soon to discover what a day in the life of John Turk was about!

47.
Black screen.

(JOHN'S VOICE SPOKEN BY DAVID TURK)

"It's not the hours you put in to the day, it's what you put into the hours!"

48. B&W Archival
interview
SUPER: "Robert Turk"
(2nd tape 00.23.02.)

ROBERT TURK 100%

"Dad got up with the fowls and wanted everybody else to be with them too..."

49.
H I G H S P E E D .
Silverwater Manager
opening up the
branch.
Manager on the
phone.

LEONARD TEALE VO

They would arrive at work at 5.30 most mornings to ring contractors for orders before they got out of bed and before the first customer walked in the door.

50. HIGH SPEED
Staff serving staff
as a sandwich and
c o f f e e l i e
untouched.

Lunch was on the run....

51.
HIGH SPEED closing
up the branch.

52. M a n a g e r
collapsing on his
car bonnet.

53.
LEONARD TEALE to
c a m e r a a t
Silverwater.

54. HIGH SPEED Staff
at Silverwater
working frantically.

55.
B&W.
CU Old Photo of his
desk.?

56. B&W
archival interview
SUPER: "Gail May"
(1.10.16)

57. B&W archival
interview
SUPER: "David Turk,
Executive Director"
(4.18.48.)

CUT TO Staff doing
non sales work eg
sweeping floor,
stacking shelves
etc.

58. B&W archival
interview
SUPER: "Peter May"
(1.15.54)

FLASH CUT of
branches and
trading.

LEONARD TEALE VO

...and the doors would close at
7.00pm when the evening delivery run
would begin.

Thirteen hours days were common. For
John, there was no substitute for
hard work.

LEONARD TEALE 100%

When his business grew and he knew
that there was a future for them, he
invited three more of his sons to the
business.

Stephen, Gregory and David and son-
in-law, Peter May then got their
lesson on how to run a Turk business.

LOUD NATURAL SOUND FX

LEONARD TEALE VO

His daughter Gail held the fort in
the office and tried in vain to
organise his escalating paper work.

GAIL MAY 100% "Piles of it on his
desk and I always used to go down and
sort it out and he went crook cause I
sorted it out neat and tidy".

DAVID TURK 100%

"Dad's style was to get up and go and
you were to show initiative, ... in
not standing around doing nothing,
but initiative to get up and get
stuck into your job and if something
needed doing, whether it be cleaning
the toilets out or ringing a customer
chasing some money or ringing a
customer to try an get an order out
of the guy....

PETER MAY 100%

Even in those early days I could see
that it was going to be a company of
the future.

LOUD NATURAL SOUND FX

59. B&W archival
interview
SUPER: "Greg Turk,
Director"
(5.23.28")

GREG TURK 100%
"We all felt that we were working for something greater and it was a security for us. There was this feeling we were building something that would look after us all through our lives."

60.
LEONARD TEALE to
c a m e r a a t
Silverwater.

LEONARD TEALE 100%
John knew that the key to his success was service, stock and supply, the rapport he had with his staff, and friendship and dedication he had for his customers.

60A. MONTAGE OF
Staff CU's

MUSIC and natural sounds fx

61. B&W archival
interview
SUPER: "Bob Noyes "
(3.2.00)

BOB NOYES 100%
"He'd get people who worked like him and thought like him and did the right thing by him... And I think that was the most important part of John, he understood people,....
... he understood them so very well".

62.
Manager and staff at
w o r k i n g a t
Silverwater

LEONARD TEALE VO
Everybody who worked under John Turk had that same commitment to the customers. He instilled loyalty and a sense of enterprise into the staff and which is still obvious in the business today.

CUT TO Staff doing
non sales work.

63. B&W Archival
interview
SUPER:
"Steve Wheatly"
(2.47.20).

STEVE WHEATLY Archival interview.
"If he promised you that cable by ten o'clock and he rang you at 20 to ten and asked is that cable there yet, Rus, and he'd say right leave it with me... John Turk would drive with this cable in the back of his car. You had it by 10 o'clock."

64. B&W archival
interview
SUPER: "Cyril Clark"
(2.21.27)

CYRIL CLARK 100%
"He said to me look if ever you need anything on a weekend, just come up home, pick up the keys to the warehouse, go and help yourself, just jot it down. (CC 2.21.17)...If he trusted you were in. But if you did the wrong thing, you were in strife."

65. LEONARD TEALE to camera inspecting old stock. LEONARD TEALE 100%
His eye for opportunity was tireless. He would spot the entire stock of a product that was being superseded, go to the auction and buy the lot-
66. B&W CUs of old stock . LEONARD TEALE VO
'E'frame circuit breakers, bare earthed cable, yellow wires, HRC switch boards etc. Often this stock was bought at scarcely above scrap value and turned over for a very handsome margin.
67. B&W archival interview SUPER: "David Turk, Director" (4.17.57) DAVID TURK 100%
You couldn't throw anything out, end of story.
68. LEONARD TEALE to camera while he inspects rows of odd stock. LEONARD TEALE 100%
His sons were convinced they were loads of junk, but in the end, these gutbusting visits to the auction produced a cash flow that was of great assistance to the financial stability of the company.
69. B&W Archival interview SUPER: "David Turk, Executive Director" (4.17.44) DAVID TURK VO
"I remember one time at the auction, he bought 200 bed mattresses, he was the only bidder and he sold 7 of them before he even left the auction and got his money back on those 7 mattresses, and he gave the balance to the Smith family, so thats the type of fella he was."
70. LEONARD TEALE to camera at Silverwater. LEONARD TEALE 100%
He never forgot the struggling or the underprivileged, despite the intensity of the business. John even had his own rehabilitation schemes.
71. B&W archival interview SUPER: "Bob Noyes (3.1.38) BOB NOYES 100%
"He always give the battler a go...
... John would be there to help pick them up"

72. B&W archival
interview
SUPER: "Greg Turk,
Director"
(5.42.27)

GREG TURK 100%

"...it was his great ability to get
the best out of people.... to have
people perform better than they
though they were capable of...

73.
Black screen

JOHN'S VOICE SPOKEN BY DAVID TURK)

"What would happen to "em if I didn't
give 'em a go!"

Part 3

74. B&W
Newspaper clippings
of new stores
opening

Stills of branches

LEONARD TEALE VO

John Turk was now convinced that there was a place in the industry for his style of business.

Fearlessly, he opened two new branches in Peakhurst and Smithfield.

75.
LEONARD TEALE to
c a m e r a a t
Silverwater.

LEONARD TEALE 100%

Then came Silverwater which was set up by Robert and David in forty eight 12-hour days. But by then John had taught his boys what a "Turk day" should be.

76.
Staff and clients at
the eating area, bar
and juke box at
Silverwater.

LEONARD TEALE VO

Silverwater was the last branch where John worked. His presence can be still felt and his infectious nature and definite approach still remembered.

77.
Black screen.

"JOHN'S VOICE SPOKEN BY DAVID TURK)

"Remember boys, answer the phone with a smile in your voice."

78. B&W Archival
interview
SUPER:
"Steven Turkk
(3.39.50.)

STEVEN TURK 100%

"If there were 3 customers and you were writing out an invoice for one you had to be asking another what he wants."

79. Busy counter at
Silverwater with
Customers waiting
and Staff serving.

INCIDENTAL SOUND FX AND CONVERSATION

80.
Black screen

JOHN'S VOICE (SPOKEN BY DAVID TURK)

"If we don't have the stock, find out when and where the customer needs it"

81.
B & W Archival
interview
SUPER: "Brian Ward"
(4.38.39)

BRIAN WARD 100%

"He could walk all over you with his nagging... it became a game to him.."

82.
Black screen

JOHN'S VOICE AS SPOKEN BY DAVID TURK.

"Greet everybody as if you are pleased to make their acquaintance".

83. B & W Archival interview SUPER: "Rick Turvey" (4.51.10) "RICK TURVEY 100%.
...a smile and a beer at the end of the day, and business doesn't have to be regimented, straight down the line....
84. LEONARD TEALE to camera at Silverwater. LEONARD TEALE 100%
John Turk's personable approach must have worked because the business grew at a massive rate. During the eighties he added a new branch every year.

As branch after branch opened, he encouraged his staff to better themselves and promoted from within the company.
85. Stills of all the branches, Mangrove Mountain and the beach house. LEONARD TEALE VO
The opening of Caringbah was followed by Wyong, Penrith, Blacktown, Asquith, Leichardt and Burwood. Then he went further afield with Wollongong, and Dubbo. He added Alexandria and Campbelltown to his Sydney network and bought a bushland recluse at Mangrove Mountain and a beach house on the Central Coast. In 10 years he built an empire.
86. Still photo of John. But then, two weeks before opening of the 1st Queensland store, John Turk passed away in his sleep on a rainy Thursday, 16th April 1987.
- Stills of John with staff and family. The company had lost their commander, the family had lost their father....
- Stills of John with his grand-children and the children he loved so dearly had lost their storyteller.
- MONTAGE of stills of children. SILENCE
87. Footage of clouds travelling very fast superimposed with photo of John and stills of Mangrove Mountain. His spirit flew to Mangrove Mountain.

THE SOUND OF WIND
88. Empty branches and head office. But he died knowing that he had built a legacy and that his family and the staff would be secure.

89. LEONARD TEALE to camera at Silverwater. LEONARD TEALE 100%
After John's death, the Company's bank and the staff suddenly got very nervous. John's brain was not there to keep it all together.
90. B&W Archival interview. "David Hicks, Chairman" (5.01.54) DAVID HICKS 100%
"We went straight into crisis management. There was a perceived ... or a perception that the bank was going to shut down the business."
91. LEONARD TEALE to camera. LEONARD TEALE 100%
The family realised that it must move quickly to consolidate the company.
92. B & W Archival interview "Greg Turk, Director" (5.40.36) GREG TURK 100%
"We wanted to bring things back to the basic core of the business and not be complicated by all the interests and activities that Dad used to indulge in."
93. Stills of property. LEONARD TEALE VO
To stabilise the finances, superfluous property that John had acquired was quickly sold. And there was plenty of it.
94. Shots of staff working at head office, in the busy branches and at the warehouses. LEONARD TEALE VO
The family also knew that despite John's extraordinary success in building a small empire, the administration of group had to change. The John R Turk group was getting just too big. After all, there was only one electric typewriter in ther entire group.
95. B&W Montage of stills of branches. LEONARD TEALE VO
The company had somehow managed to survive being run like a corner store.
96. LEONARD TEALE to camera. LEONARD TEALE 100%
Now a formal infra-structure was necessary. A board of directors was formed with Peter Turk as chairman.

97.
B & W archival
 interview.
SUPER: "Peter Turk"
 (3.30.42)

PETER TURK 100%.

"We had to actually open our first office of administration at Meadowbank. When we look back on those days and now look at what is set up at Castle Hill, to think that before Meadowbank there was nothing the transition has been nothing short of staggering."

98.
 LEONARD TEALE to
 camera at
 Silverwater.

LEONARD TEALE 100%

Neil Turk was appointed as General Manager.

99.
B & W Archival
 interview
SUPER:
 "Laurel Griffin"
 (4.6.22)

LAUREL GRIFFIN 100%

"When John died it was realized how much went with him so Neil set about to set up more lines of command."

100.
 CU's of computers
 being used by Head
 Office Staff.

LEONARD TEALE VO

A computer system was installed to control stock, accounting and invoicing.

101.
 Montage of stills of
 company.

A new head office was established at Castle Hill and new branches opened in Brookvale, Bankstown, Erina, North Wollongong and Cardiff and Mayne, Coopers Plains, Strathpine and Kawana Waters in Queensland.

102.
 LEONARD TEALE to
 camera at
 Silverwater.

LEONARD TEALE 100%

John's empire was still growing.

103.
 The Board of
 Directors
 sitting around a
 branch talking
 casually with the
 staff.

LEONARD TEALE VO

Chris Brookhouse then replaced Neil as General Manager and current board of Directors is David Hick, Chairman of the Board; Chris Brookhouse, Managing Director; David Turk Executive Director; Ian Turk, Financial Controller; and Greg Turk, Director.

104.
 Shots of Head
 Office, Branches and
 staff.

LEONARD TEALE VO

In 21 years the company has grown to a multi-million dollar business with 23 branches and a staff of 160- an extraordinary achievement for John, his family, the management and the staff.

105.B&W
Archival interview
SUPER: "David Hicks"
(5.19.23)

DAVID HICKS 100%

"No matter how big we get it always has to be a family business."

106.
LEONARD TEALE to
c a m e r a a t
Silverwater.

LEONARD TEALE 100%

While the company needed to introduce some high tech management to provide a backbone, the board thought it essential that the branches appear to remain unchanged, as if John were still in command.

107.
B&W Archival
interview
SUPER: "David Hicks,
Chairman"
(5.10.36.)

DAVID HICKS 100%

"We need an organisation that still retains that down home style that John had... so that they still, feel like they are dealing with the original organisation which so many of them say used to be great..."

108.
B&W Archival
interview
SUPER:
"Ian Turk,
Director"
(3.54.26)

IAN TURK 100%

"I think in the 5 years that I have been here I have witnessed a remarkable growth in the company, a remarkable team spirit with the people that work here and think the JR Turk group has stamped the mark on the industry that an not be emulated by anyone no mater how big or how small, and I think we are here to stay. "

109.
B&W Archival
interview
SUPER: "Greg Horne "
(2nd 00. 45.09)

GREG HORNE 100%

"The communication between branches and the customer is what John Turk did so well."

110.
B&W Archival
interview
SUPER: "Rick Turvey"
(4.55.12)

RICK TURVEY 100%

"I would hate to see us loose track of the fundamental, because I feel that the campaign we are going on should be built on top of the old fashioned service, knowledge and stock.."

111.
LEONARD TEALE to
camera.

LEONARD TEALE 100%

The return to the fundamentals have paid off.

112. B&W Archival
interview

SUPER:

"Chris Brookhouse,
Managing Director"
(4.10.25)

CHRIS BROOKHOUSE 100%

"The last 12 months in a recession and a bad climate has been one of spectacular growth. Any company that boasts over 20% growth in the last 12 months or the last financial year has got to be doing well in this economy."

113. B&W
Archival interview

SUPER: "Terry Turk"
(3.30.42)

TERRY TURK 100%

"If we keep going in this direction, from what I can see, we can do nothing but improve."

114. B&W
Archival interview

SUPER: "Greg Turk
Director"
(5.58.41)

GREG TURK 100%

"Service, knowledge and supply. They are the three areas that set us apart from all our competitors and they are the building blocks of this business.."

115.
Chris Brookhouse to
camera in Head
Office. (New
footage.)

SUPER:

"Chris Brookhouse,
Managing Director"

CHRIS BROOKHOUSE 100%

It's also the people who set us apart, and give this business its great strength. John Turk recognised this.

Like John we value our staff and the loyalty they have demonstrated. We want to continue John's philosophy of promoting the staff from within. We want a team.

John R Turk and Sons will continue to expand and diversify so there are opportunities out there for everyone. We should be proud of the past 21 years of service that we have given to the electrical wholesale industry.

But let's never forget John Robert Turk, the great man who founded this unstoppable business.

116.
Photo of John Turk.

FX: THE SOUND OF WIND.