

	THE JOHN TURK STORY Extract of first 2 pages only	Writer: Steve Connard
Sc	VIDEO	AUDIO
1	Black Screen TITLE: THE JOHN TURK STORY	JOHN TURK VO (Read by David Turk) My satisfied customers are not just the public, they are also my Sales Staff... If I care for them, they will give me and the public, the best they can.
2	<u>Int. Retail Outlet</u> A series of QUICK CUTS of Staff, Customers and purchases. It's as busy as it ever gets.	<u>CUSTOMER 1 100%</u> One hundred meters of CAT6 cable thanks John. <u>SALES PERSON 1</u> Right way. <u>CUSTOMER 2</u> 5 6 amp 1 pole breakers thanks. <u>SALES PERSON 2</u> 20 C clip brackets, 15 metre of Figure 8, and 8 Smoky detectors. That's the lot?
3	<u>Int. Retail Outlet</u> CUT to WIDER SHOT of the Presenter watching this as Staff quickly and efficiently deal with Customers The Presenter looks towards the wall of the Outlet. CU of Picture of Robert Turk on the wall.	<u>PRESENTER 100%</u> The founder of this thriving business and its satisfied customers was an extraordinary man called John Robert Turk. He passed away some time ago... but his soul still lives in every John Turk outlet.
4	Series of old existing STILLS all DISSOLVED together. STILL of Robert Turk as baby. STILL of Robert as child with Parents. Recreated STILLS of 8 year old Robert (actor in period clothes) playing with other Children (actors in period clothes). Recreated STILL of Robert (actor) watching Customers leave Old Shop in Main Street.	<u>PRESENTER VO</u> Robert Turk was born a little battler with a crippled leg and stub fingers. His Parents were struggling share farmers in the bustling town of Denman, in the Hunter Valley. He quickly realised that if he were to be successful with his disability, he would have to be a step in front of the rest. He developed an eye for opportunity and a nose for business.

	<p>Recreated Still of Robert (actor) in Vegetable patch.</p> <p>Recreated Still of Robert (actor) selling vegetables</p> <p>Recreated STILL of Robert (actor) talking to Customers in street.</p> <p>Recreated Still of Robert (actor) giving an apple to a Young Boy.</p>	<p><u>PRESENTER VO cont</u> By the time he was 8 years old,</p> <p>he was up at dawn looking after his parent's vegetable patch.</p> <p>By the time he was 10, the patch was a thriving business.</p> <p>But even as a young man, what separated him from the rest was the way he dealt with people,</p> <p>and his love for his fellow man.</p>
5	<p><u>Int. Retail Outlet</u> Older Customer No 1 at Counter turns to Camera. Salesperson the b/g.</p> <p>He looks around at other Sales Persons helping Customers</p>	<p><u>OLDER CUSTOMER No 1. 100%</u> Even then, he had a good common touch with people</p> <p>and could mix with anyone, at any level,</p> <p>and that's a gift in a retail business.</p>
6	<p><u>Int. Retail Outlet</u> Presenter to camera. In b/g Older Customer No 2 and Salesperson.</p>	<p><u>PRESENTER 100 %</u> At 13, John left Denman and went to Sydney in search of a regular job.</p>
7	<p>Existing Stills of Eric Gray Electrical.</p>	<p><u>PRESENTER VO</u> He found a position running messages at Eric Gray Electrical, but very quickly won a sales job.</p>
8	<p><u>Int. Retail Outlet</u> Presenter to camera. In b/g Older Customer No 2 talking to Salesperson.</p>	<p><u>PRESENTER 100 %</u> With his extrovert nature, fearless rapport with people, and three years of selling already behind him, he quickly established himself as an extraordinary salesman.</p>
9	<p><u>Int. Retail Outlet</u> Older Customer No 2 at Counter turns to Camera. Salesperson the b/g</p>	<p><u>OLDER CUSTOMER No 2 100%</u> He was the greatest salesman I had ever seen in my life.</p> <p>Before I left the building, I had an account with them, and I'd bought a heap of connectors and a role of cable.</p>
	<p>Existing Stock Footage:</p> <p>Aircraft dropping bombs. Infantry firing guns.</p> <p>NSW Electricity contractors repairing power lines.</p>	<p><u>PRESENTER VO:</u> But the 2nd World War had broken out and materials were scarce.</p> <p>It was difficult for contractors. There was always a shortage of something - someone had cable but no conduit, or switches with no cable.</p>
10	<p><u>Retail Outlet.</u> Presenter to camera</p>	<p><u>PRESENTER 100 %</u> With an eye for opportunity, John saw a chance to help these contractors... and his company.</p> <p>He began buying off some to sell to others.</p> <p>The contractors loved him for it and Gray's business boomed.</p>