







## Remaining Sane in an Insane World (A festive thought for you.)



Back in 1895 W.G. Manners  
started a business,  
mining and engineering  
was on his mind.

Serving clients  
from east and west,  
took him on adventures  
of every kind.

After thirty years of this  
he handed over to son Chas,  
who further developed the art  
of doing business.

Thirty years later  
Ron took the wheel,  
And managed to add  
Sixty years and several layers.

Booms and busts  
but through it all,  
is the memory of the people  
the firm's various players.

Would we do it all again?  
Yes, of course we would!  
However, only if we could  
Travel that journey with people like you!

2015

Don't judge the world  
just by today's headlines.  
The mob rarely gets it right,  
so who will guide you through?

It could be a rough journey  
on your own.  
Sanity preserved,  
by just a few.

They may never ever meet each other,  
although each with  
a strong link,  
just to you.

Their numbers may be,  
as few as five,  
importantly each, a vital ingredient,  
to keep you sane and alive.

Value each, for without their help,  
you would have to reassemble  
the many shattered pieces.  
A daunting task that makes us tremble.

So, here's a thought for you,  
as we enter this Festive Season.  
Identify those special few  
and explain clearly the reason.

Then do something special,  
separately with each,  
before such opportunity  
is beyond your reach.

Ron & Jenny Manners

2015

## Planning for the Next 120 Years

Having written<sup>1</sup> extensively about our firm's 120 year 'journey' and the fact that it is six years older than the Australian flag or the Australian Constitution, I'll concentrate on what we have learned that may be of use for the next 120 years.

- Change has been with us for the past 120 years so it is sure to continue.

I clearly remember the many instances but particularly, two, when we received 'market signals' that we were going 'broke'.

Each time we took rapid remedial action to completely transform the company.

It was painful but it saved the firm every time.

We have worked our way through so many 'business cycles' that we regard times like this as completely normal.

- Now, I would never suggest that we should not pay our 'fair share' of regular taxes, but I would suggest that we should recognise nonsense when we see it. This enables us to remain focussed on the important tasks in life, like being productive and useful.

Looking back we can say, with certainty, that had we filled out all the government forms and complied with every senseless request from the bureaucrats, we certainly would not be still in business today, nor would we be enjoying our 120<sup>th</sup> anniversary.

In summary, let me conclude, that the most memorable aspect of life in business is the quality of the people with whom we have travelled this journey. May we now salute those who are still with us and those who have not survived the full distance.

We thank you.



Mannwest's team - L-R Ron Manners,  
Geoff Davieson & Judy Carroll.

<sup>1</sup>Never a Dull Moment & Heroic Misadventures will shortly be available as e-books @www.mannwest.com