

# Our Bank

LOOKING AT PEOPLE AND EVENTS IN THE STATE BANK OF VICTORIA

ISSUE 3/85

## NEW HORIZONS



Jim McAnany



Terry Dawkins

The State Bank is planning a major expansion of its international banking services aimed at significantly increasing its share of corporate and public sector business.

Key initiatives are:

- establishing a wholesale international operation in New York in September.
- upgrading London branch to operate in European money markets
- developing a complete foreign exchange operation in Australia for trading in American dollars and other major world currencies.
- opening an office in South East Asia next year as a forerunner to further off-shore expansion.

The international expansion has been planned by Jim McAnany, Assistant General Manager, International, who has been working on the project since he joined our Bank last October.

Terry Dawkins, Chief Manager International, will head our New York branch as Senior Vice President.

Terry, who has had extensive corporate and international banking experience in Australia and overseas, including New York, also joined our Bank last October.

He established and managed the Commonwealth Bank's foreign currency hedge market in 1979, and spent four years in New York as Vice President, Lending.

The wholesale international banking activities of London branch are planned to start early next year and will be similar to those of New York.

Our bank's involvement in foreign exchange markets is presently limited to relatively small retail transactions.

'The provision of foreign currency based services and products on a greatly expanded basis will enable our Bank to become a significant competitor in new areas of banking in Australia,' Bill Moyle says.



## Golden Heritage

Our Bank has saved the "Pride of Australia" gold nugget for the people of Victoria.

The nugget - Australia's largest remaining specimen of alluvial gold - was virtually in the hands of American interests when we came to the

rescue and bought it for permanent display in the banking chamber of State Bank Centre.

The nugget weighs 256 ounces and is virtually solid gold.

It is valued at more than \$250,000.

The Pride of Australia

was officially put on display on April 17 by Premier Cain after it was delivered by Cobb and Co. coach and an 'attempted holdup' by bushrangers in Bourke Street Mall was thwarted by mounted troopers.

(See page 4.)



## CONFERENCE

'We want your clients' corporate business' was our message to the 31st Annual Victorian Congress of the Institute of Chartered Accountants down in Hobart Town over the weekend of April 20.

Chief Exec. Bill Moyle spelt out the benefits of our increased emphasis on corporate finance in his opening address to the 500 delegates at the Bank-sponsored event.

Our team of representatives then spent a busy weekend making as many contacts as possible among the delegates.

The team comprised Jack Roach, Chief Manager Marketing; Dick Clements, Manager Business Development; Ross Dawson and Jeff Franklin, Corporate Marketing; Ken Falconer, Commercial Accounts Manager; Ian Walker, Business Finance; David McKenzie, PA to Mr Moyle.

## PRIME BUY

The Bank has bought a prime office and shopping complex in Ringwood for \$2.7-million.

The complex stands on the corner of Maroondah Highway and Melbourne Street - the site of Ringwood's first town hall.

Its tenants include retail shops, the Commonwealth Employment Service and the local Electoral Office.

It is planned to move our Ringwood Branch into the new building at some stage in the future.

## UPWARDLY MOBILE

We have three newly appointed managers to announce.

They are, Mike Code, Dunkeld; David Bott, Merino; and Robert Baker, Altona.



## Fitting Tribute

The name, Ross Strang, was synonymous with our Bank's computer development for two decades.

As a tribute to his remarkable career which spanned nearly half-a-

century and ended with his retirement last September, our Spencer Street EDP centre has been renamed, Ross Strang Processing Centre.

Ross's involvement in electronic data processing

began with his move in 1960 from Accountants to Mechanisation.

With colleagues, Phil Burke and Wal Carrington, he helped set the Bank on the path of electronic data processing with the introduction of punch card equipment to process house loans.

Ross was largely responsible for our Bank being the first in Australia to install a computer.

He was instrumental in the planning and implementation of the EDP centre, and masterminded the move of our computer operations to the building in 1975.

Throughout his career, Ross was committed to keeping our Bank in the forefront of banking technology.

The back-up computer site at Clayton; the NCR 5000 branch terminal network; our Easy Bank ATM network and future electronic banking systems are all his legacy.

## CELEBRATIONS

The dreaded 'Colonial Fever' hit two of our rural branches recently.

The fever, characterized by a desire to dress up in turn of the century clothing, had its most recent outbreak among staff at Lara and Pakenham.

In fact, at Lara the whole town was infected during the week-long Heritage Festival, when townsfolk joined to celebrate their history and foster a sense of community.

According to a badly-infected Lindsay Green, manager at Pakenham, the outbreak there was caused by celebrations for Victoria's 150th and lasted three days.

As you can see from our photos the respective teams didn't seem too unhappy about it all!



Lara - celebrating history



Pakenham - 150th tribute



## WHO'S CALLING?

The nimble-fingered ladies pushing buttons on State Bank Centre's switchboard successfully handle several thousand incoming calls every day.

At any one time they can be dealing with up to 72 incoming calls – the switch's capacity.

Fortunately most of the callers know exactly who they want to speak to, and connecting them is a simple task.

But occasionally, supervisor Joan Stead and her team of Faye Brown and Marion McLeod find it takes a little patience, a few questions and some quick thinking to find the right department or individual.

Some of their successfully connected customers include a lady who didn't know who she should speak to, her toilet bowl was cracked in two places (Insurance Department), people asking for the Vice Department (Visa); and somebody wanting easy money (Easy Bank).

Joan admits they were a little worried by one woman who rang asking if she could cancel her son.

After some discussion it emerged the lady merely wanted to withdraw his application for a job here.

Perhaps the most confusing call came from a customer who said 'I don't know what Department I want, but can you put me through to that Department?'

But Joan and her team are proud to say they haven't been stumped yet!



## Champion Stock

One of the major aims Chief Executive, Bill Moyle, has for our Bank, is to increase our rural lending.

An important part of that process is ensuring we maintain our high profile in rural communities, through the work of our Business Development team at Agricultural Field Days and the vital contributions of country managers.

The Berwick Show, the oldest agricultural show in Victoria, recently provided a good example of the drive to increase our rural presence.

Our bank sponsored the Supreme Beef Award for best beef bull at the Show.

Bill Moyle presented the award, won by Orcadia Park Rembrandt, shown here with Berwick Manager Ian McPherson and Show Society President Barbara Adams.



We were also well represented in the Miss Sun Country Show Girl Quest by Sue Lancaster of Berwick branch who was runner-up.

## Full Control

The Bank has taken control of the merchant bank, Tricontinental Holdings Limited.

Our Bank now owns all ordinary shares of the company – formerly we had a 25.8 per cent stake.

Sir Ian Potter, founder of Tricontinental, remains chairman, and his deputy is Mr J. Arnold Hancock, chairman of the State Bank.

The board has changed to include State Bank executives Mr Bill Moyle, Mr Jack Ryan, and Mr John Rawlins.

Mr Ryan is acting chief executive of Tricontinental pending the appointment of a managing director.

Mr Moyle says the State Bank now controls a profitable merchant bank with extensive corporate business in Australia and South East Asia.

'This development is fully in keeping with our strategic objectives,' comments Mr Moyle.

'From Tricontinental's viewpoint, the Bank's move should significantly improve the merchant bank's funding base.'

## CHAT UP

No doubt there was plenty of reminiscing about 'the good old days' when our colleagues at Moe held a 'Back to Moe Branch' barbecue.

Around 60 people turned up to while away a sunny afternoon under the trees at Moe racecourse and catch up on the latest news.

Naturally during the course of the day someone produced a camera and the result was our happy snap of staff and ex-staff, from left:



Lloyd Walton (Ret.), John Bolitho (Ret.), Stan Hartrick, Christa Ress (nee Rapold), Geoff Bechaz, Bert Wickes (Ret.), Margaret Henry (nee Deviesseux), Barbara Riley (nee Swobada), Maurie Henry, John Davies, Tony Fullerton, John Dyer, Graham Davey, Angelo De Pasquale, Sue Webb (nee Evison), Joanne Wooton, Greg Miles. Bottom: Mick McNamara, Lindy Wardley, Marie Carew, Jenni Schembri, David Mills, Sue Baldacchino and Andrea Coad.

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## Robbery Foiled . . .



## . . . Nugget safe in Bank

### COMMITTEE

The new Social Office Management Committee held its inaugural meeting on April 16 in the Staff Shop.

Chairman and Social Secretary, Peter Wynd says the first meeting discussed subsidies for Bank sports clubs and social functions, and the future direction of the social club.

"One of the major decisions was to contact all sporting clubs with a view to deciding how best to assist them."

"An important part of the Committee's work is deciding how social office profits can best be returned to staff via such subsidies."

"For example we decided to assist Paul Simms from Internal Audit with \$200 towards his expenses when he tours China in

May with a Victorian representative swimming team."

Peter adds, the Committee is keen to receive suggestions from all staff. "That could mean what sort of social activities they want or any additional goods they think the shop could sell."

It was also decided meetings will be monthly, with the next meeting on May 14.

If staff wish to contact the Committee with any ideas, they are, from left, Kerry Faravoni (Services Clayton Ph: 511 400), Sue Bentley (Brandon Park Ph: 560 5922), Terry Dynes (E.D.P. Ph: 602 7972), Ian Jenkins (Corporate Finance Ph: 602 7398), Peter Wynd (Social Secretary Ph: 602 7001) and Minutes Secretary Mark Salmon.



### BOWLS

It may have lacked the rough and tumble of Australian Rules under lights, but competition was just as intense when the State Bank Bowls Club held its annual contest recently.

Club Secretary and Treasurer, Ken Thomson from Doncaster Central, says the event, known as All Bank Night, attracted 27 bowlers to compete for trophies donated by our Bank.

The major trophy, for best winning score, was won by Brian Thomson (Relieving Staff) and his team of Bill Moncrieff (Ferntree Gully, Fountain Gate), Ted Hanlon (Retired) and Jim Vandenberg (Retired).

The event has been hosted by the Bentleigh Bowls Club every year for 30 years.

To mark the occasion, John Williams, Chief Manager, Personnel presented a cheque for a new flag to Club president, Ken Stephens.

According to Ken Thomson, the event capped off a satisfying year for our team, which only narrowly lost the inter-bank State Cup final to National Australia Bank.

### COMEBACK TRAIL



Ballarat branch are justifiably proud of colleague Paul Schnyder, one of their city's finest runners.

Paul has overcome serious injury to be selected to represent Australia in the 800m and 4 x 400m relay at the Pacific Conference Games, held in the United States from June 22.

As a teenager Paul seemed certain to achieve his ambition of Olympic selection before a car accident left him with permanent foot and back injuries.

However, it's a tribute to his determination that recent showings in the Victorian (2nd in the 800m) and National titles (2nd again), mean his dream again appears a possibility.