

Our Bank

LOOKING AT PEOPLE AND EVENTS IN THE STATE BANK OF VICTORIA

OCT. 85

PITCHING FOR AUSTRALIA

Gavin Hockey is home after playing for Australia's under - 19 baseball team in the World Friendship Games in Albany, New York.

Gavin, 18, of Queenscliff branch, has been playing baseball for six years.

In summer he plays for Geelong and in winter for Bellarine.

Eight teams competed in the Friendship Games but as Gavin, a pitcher, reports: "Unfortunately, Australia didn't do too well.

"In fact, we finished bottom.

"But it was a fantastic experience. We had host families to stay with and they loved the Australians."

The games will be contested in Holland next year.



Gavin Hockey

BANK GEARS UP

Our Bank is being restructured to handle its expanding operations.

The Bank, which looks after 40 per cent of the State's banking customers, will continue to concentrate on its well-established base as Victoria's leader in home loans and retail banking, but as chief executive, Mr. Bill Moyle, says, our Bank is increasing corporate and international business. A New York office will attract and service US investors in Australia. Mr. Moyle says our Bank has also recognised the growth potential in the Australian corporate sector and is gearing up to pursue the business of Australia's top 300 companies.

Max Carr is deputy chief executive in the new structure.

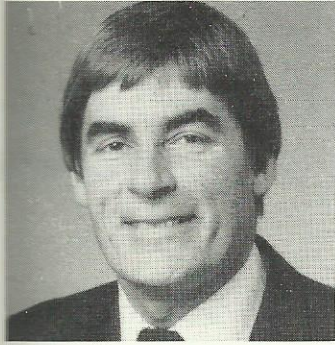
Other positions are: Richard Gledhill deputy general manager, retail banking division (previously deputy general manager lending); Jim McAnany deputy general manager, corporate and international division (previously assistant general manager international); John Rawlins deputy general manager treasury division; (previously assistant general manager treasury); Scott Walters deputy general manager personnel and administration division (previously chief manager branch banking).

SALVOS SAY THANKS

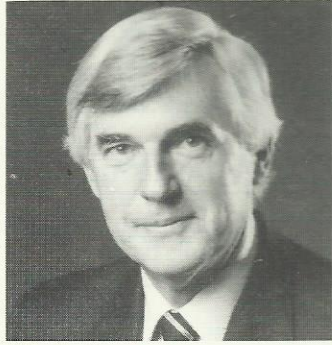
The Salvation Army is grateful to our Bank for help given by staff in the Red Shield Appeal.

The campaign director, Major Denis Lorimer, says: "The use of the Bank facilities to forward donations has been used extensively.

"We rejoice \$4.4 million has been reached in Victoria."



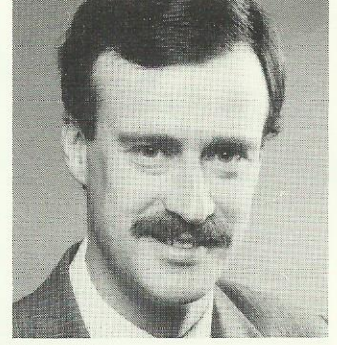
Jack Sennitt.



Alan Banks.



Brian Kirk.



Peter Milne.

MONEY PLANNERS

Our Bank is developing another service to give it even greater competitive edge in the important area of personal finance planning.

Jack Sennitt and Alan Banks have joined our Bank to create a financial planning services section as part of the treasury department.

Jack and Alan were senior advisers in financial planning at Melbourne

stockbrokers, Potter Partners, and have had long careers in the business and financial world.

Branches can refer clients to Jack and Alan for their expertise in financial planning. They also offer their expertise to staff.

Jack and Alan are on level 12 and can be contacted on (602) 7738 or (602) 7039.

NEW FACES

The expanding international division has two new faces.

Brian Kirk, 39, is the new senior manager international.

Brian has joined us after 22½ years with the ANZ.

He will become first vice-president of our New York office early next year.

Peter Milne, 33, is senior manager of international treasury.

Peter's professional experience includes 4½ years in Tokyo and a year in London as treasury manager for Grindlays Bank before returning to the ANZ as manager dealing with policy and development.

Before that, he was manager of Cash Funds in the treasury department of Comalco Ltd., Melbourne.

EQUAL BIAS BY US

Helen O'Donoghue is helping women develop their careers in our Bank.

Helen, 34, is studying policies and practices on equal employment opportunity which will be adopted to ensure women have the same chances to reach top jobs.

She says affirmative action is a way of making sure that women have the same chances as men to obtain jobs and promotions for which they have the ability and skills.

Helen says of her role: "In response to both the Equal Opportunity Act 1984 and the Sex Discrimination Act, the Bank has appointed me to the new position of affirmative action officer, or in other words, equal employment officer.

"I will be responsible for the detailed implementation of the affirmative action program, - for



Helen O'Donoghue:
making sure women have the same chances as men.

example, data collection, statistical analysis, review of personnel policy and practice, discussions with staff and so on.

"In the near future, I will be holding informal meetings with senior female staff. These meetings will report the

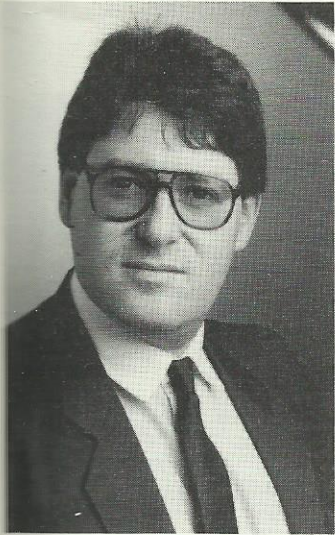
progress of the affirmative action program.

"My job also involves attending meetings, seminars and courses and interviewing people."

Helen started with our Bank in the accounting department in 1968. In 1972 she went to the international department where she worked for seven years.

She took nine months' leave without salary in 1976-77 and worked in London office for three months and returning to Melbourne, went to the international department for two years before moving to Bank Cards department.

In 1980, Helen was appointed an accountant at Kerrimuir branch. During that time, she was seconded to the marketing department for nine months to launch Visa Card.



Medical officer Philip Soffer.

LOOKING AFTER HEALTH

Medical officer Philip Soffer is developing plans for improving health awareness at work.

A member of the occupational health and safety team which is providing us with professional services, Dr. Soffer, 35, was educated at Maryborough High School and Melbourne University and graduated in medicine in 1974.

He plans to set up systems for:

- the early detection of health problems at work and early therapy and rehabilitation
- helping people improve their lifestyle and health
- providing occupational health services at branches

Dr. Soffer spent five years in hospital and private medical practice before joining the Victorian Railways in 1979 as an occupational physician.

Anyone needing medical help or advice can contact him at the occupational health centre in the lower banking chamber of the State Bank Centre or ring him on (602) 7054.

SAVING MONEY

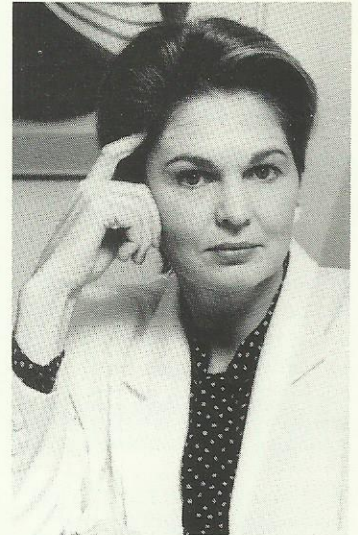
These people are helping our Bank save more than \$3 million a year.

They all contributed to a recent resources management program involving six branches - Hughesdale, Richmond South, Altona, Chirnside Park, Greensborough and Lower Templestowe.

Allan Kent, manager at Brunswick, was administrator of the

program with Mike Negri and Don Beale of the organisation and methods department.

Accountants Sharon Tredrea, Gil Cunningham, Michael Fleming, Bill Hanna, Sam Haber, Paul Barron and Colin Longmuir all worked on the project which was set up to identify ways of improving branch operations.



Helen Sykes.

WOMEN'S SEMINARS

Helen Sykes, managing director of public relations company Duv Australia Pty. Ltd. and managing director of publishing company Women Australia Pty. Ltd., is running two career development workshops for women at our staff college, Baxter.

The workshops are aimed at developing the career potential of women in our Bank.

Thirty women, aged between 25 and 45, will attend the workshops.

The next is on October 25.

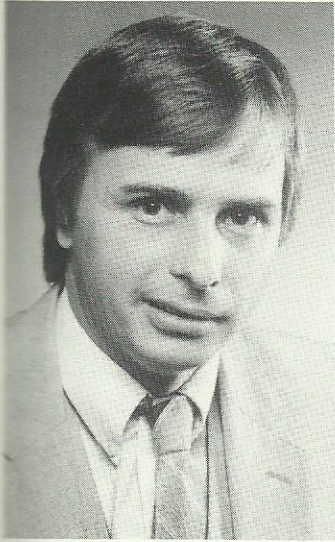
MOVES

The Bank Cards department is now on the 18th level and marketing department is on the 17th level of the State Bank Centre.

Former advertising manager Peter Fitzhenry, 42, is the new community affairs manager in the marketing department.

It is a new position.

Peter says his role includes developing and managing major sponsorships, handling customer relations and coordinating our Bank's outside activities such as shows and field days and promotional activities and exhibitions.



Adam Hankin.

COMMUNICATORS

Journalist Adam Hankin, 36, has joined corporate communications as associate editor of *Issues*, *Our Bank* and *Countertalk* and assistant to corporate public relations manager Clive Walters.

Adam's background includes working at the *Australian*, the *Sun* and *Syme Community Newspapers* and some freelance public relations.

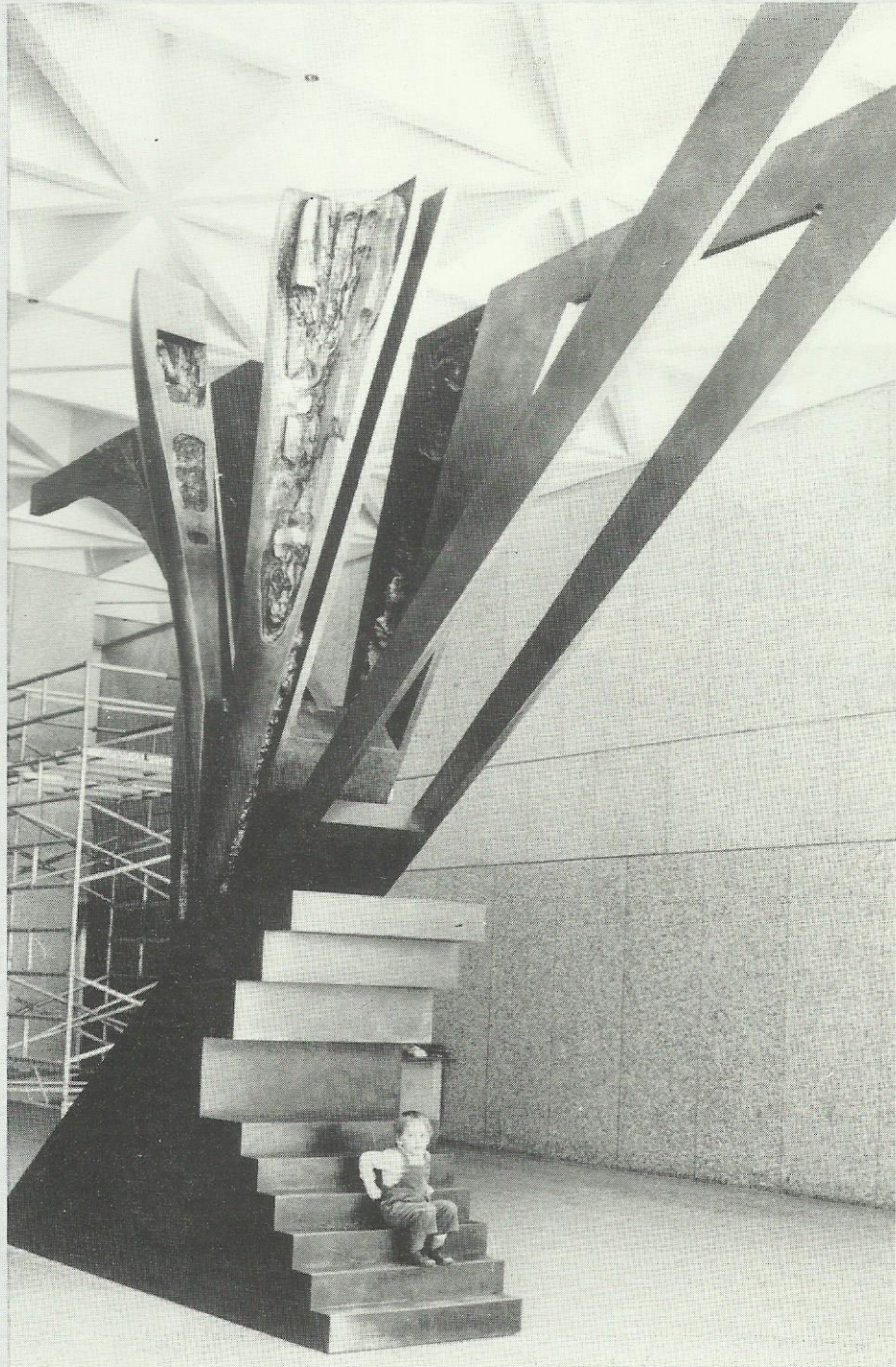
When not working in corporate communications, Adam can be found studying actuarial charts to try to discover his chances of living long enough to see Collingwood win another premiership!

If you have any story ideas or contributions for *Issues*, *Our Bank* and *Countertalk*, Adam can be contacted on (03) 602 7827 in the marketing department.

Barry Donovan has been appointed as a media consultant to help our Bank with its public affairs role in the community.

He has been employed on a contributing basis to advise our chief executive, Mr. Bill Moyle, and senior Bank management on the Bank's profile with the media and community.

Picture: The Sun News-Pictorial



David Hopkins, 3, of Glen Iris, has a close inspection of the sculpture.

PUBLIC'S ART

The sculpture installed in the Bourke Street plaza of our Bank's head office during the September 21-22 weekend was commissioned by our Bank.

It was created in Italy by Australian sculptor Norma Redpath.

The \$200,000 bronze sculpture, *Landscape Cariatid*, was five years in the making and is on permanent display for the public.

LOAN STARTS BUSINESS

The State Bank has helped another business get started – the Heritage stump saver.

When John Heritage and his partner, John Allison, went to our Wodonga branch, manager Neil McNeil knew a worthwhile venture when he saw it.

Neil arranged a loan to get the business started and Heritage Stump Savers

Pty. Ltd. is now marketing to the public.

The Heritage stump saver gives support and protection for timber house stumps.

It eliminates the need for replacing rotten stumps.

It has been designed to be installed with a minimum of skill and no specialist tools or equipment. Only a drill, spanner and hammer are needed for installation.



Wodonga branch accountant Geoff Gourley (far left) and relieving manager Brian Jones (far right) with John Heritage and John Allison.

STEPPING OUT



All dressed up and everywhere to go.

Our Bank's head office messengers, Rudi Zotsch, Jim McAskill, George Maher and Bob Kingston, show off their new blue and grey outfits.

The colors have been chosen to tie in with those used in the State Bank Centre and replace the old gold and black outfits.

Staff of our Bank's London office did themselves – and our Bank – proud when they competed in an Australasian banks' athletics meeting at Catford Bridge sports ground.

The Bank's team, comprising staff from our Bank, the State Bank of South Australia, State Bank of New South Wales and the Rural and Industries Bank of Western Australia, competed against teams from the ANZ, Westpac, Bank of New Zealand, National Bank of New Zealand, Commonwealth Bank of Australia and the National Australia Bank.

Because of the small team numbers of the State Bank compared with the other banks, a handicap points system was used to make it competitive.

The results were: David Egan, fifth in the high jump; Leon Anderson, fifth in the long jump; Robert Halsall, second in the 400 metres and third in the 200 metres; Neil Henderson, ninth in the 3000 metres; Gary Hedington, second in the 800 metres, fifth in the 1500 metres and seventh in the 3000 metres; State

SPORT

Bank's team, third in the men's medley relay and second in the men's tug-of-war.

Julie Gavey also qualified for the final of the women's 100 metres.

In the final of the tug-of-war, the team was disqualified for having an extra man, and in the next two pulls, the team could not match the weight of Westpac's team.

But the staff are in training for the 1986 meeting.

Our Bank emerged as the winners of the men's handicap championship after the final points count and was given a perpetual shield. It was the first time our Bank had entered the competition.

Other competitors from the London office were Jill Riches, Angie Thompson, Eric Giddy and Keith Phillips.

We have a lot of talented sports men and women in our Bank – you can see by this list:

- Jim Yates, manager of Carlton branch, was selected to represent Victoria at the national indoor biased bowls tournament in Ballarat.

- Gary Silvester, of Morwell Mid-Valley branch, was picked to represent Victoria in the Australian badminton championships.

- Laurie Schache, of Aberfeldie branch, kicked 25 goals for Essendon under – 19s against the Swans in round 22 of the VFL season.

- Lisa Smith, of Caulfield South branch, was picked for the Victorian women's under – 21 hockey team in the Australian championships in Hobart.

- John Lindsay, deputy chief the EDP department, was selected for Victoria in the Australian amateur golf championships in Perth.

- Ron Keyhoe, of reserve staff, was made tournament chairman for the international table tennis tournament in Melbourne.

If you are taking part in a sports event, please let corporate communications know.

Send contributions to:
Clive Walters – Editor
Adam Hankin – Associate Editor

Corporate Communications
Marketing Department
(03) 602 7841/7827



Jack Crofts surrounded by friends and colleagues in GM's Department.

FAREWELL

In recent weeks we have farewelled three senior executives after distinguished careers with our Bank.

They are Jack Ryan, Deputy Chief Executive Officer, Jack Crofts, Deputy General Manager Retail Banking and Dick Brooks, Deputy Chief Manager Branch Banking.



Dick's avid support of the Magpies was highlighted at his retirement party.



Bill Moyle studies Jack Ryan's photo history!

BANK BACKS OPERA

The State Bank is sponsoring the Victoria State Opera with \$65,000 for two productions in the company's 1985 season at the State Theatre in the Victorian Arts Centre.

The first opera sponsored is the Consul. The other is Rigoletto.

Our Bank's chief executive, Mr. Bill Moyle, says: "The State Bank believes its sponsorship of the Victoria State Opera will make a significant contribution to the success of the 1985 season.

"At the same time, the State Bank hopes to widen the scope of the community's enjoyment of the arts and cultural development.

"Our association with the Victoria State Opera complements the Bank's gift of the State Theatre's act drop curtain as part of its contribution to the Victorian Arts Centre."

The general manager of the opera, Mr. Ken Mackenzie-Forbes, says: "It is a great feeling to have the State Bank's interest and backing.

"This is our largest corporate sponsorship.