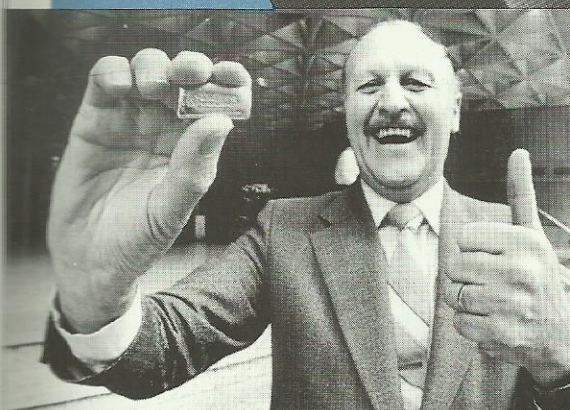


Our Bank

LOOKING AT PEOPLE AND EVENTS IN THE STATE BANK OF VICTORIA

AUGUST 1986

Max's Gold



Special career recognition awards of silver and gold ingots have been introduced to reward State Bankers who reach significant stages in their careers.

The first of the new, staff-initiated awards, a 2 oz gold ingot, has been presented by chief executive Bill Moyle to Max Ward manager at 45 Swanston Street, who is celebrating a career spanning 40 years.

Andrew Chapman



Max joined our Bank in the chief accountant's department at head office on July 22, 1946, and has been manager at Greensborough, Mooroolbark, Watsonia, Fairfield and Ferntree Gully.

Max's wife, Mary, was given a gold bracelet.

Silver ingots will be given to people who reach 10, 20 and 30 years with our Bank.

The awards were recommended by the Customer Action Task Force in response to staff suggestions.

"I believe people who work for our Bank should receive every recognition for their achievements," says Mr Moyle.

"We have already introduced many initiatives to reward people for their efforts at work.

"Anyone who devotes 10 years and more to a company deserves a tangible recognition that will have a lasting value.

"I think the Task Force has hit on the best solution with the ingots and I know everyone who receives one of these awards in future will see them as a token of the Bank's very real appreciation of their contribution.

"Each ingot will be given as our Bank's special symbol of gratitude and I hope people will accept them with pride."

The 10-year award will be a 250 gm silver ingot, and 20-year award, a 500 gm silver ingot.

A 1kg silver ingot, will be the 30-year award, with the gold being given for 40 years' service to the Bank and the people of Victoria.



Achievement Plus . . .

David Harris proudly shows his certificate as a senior associate of the Australian Institute of Bankers.

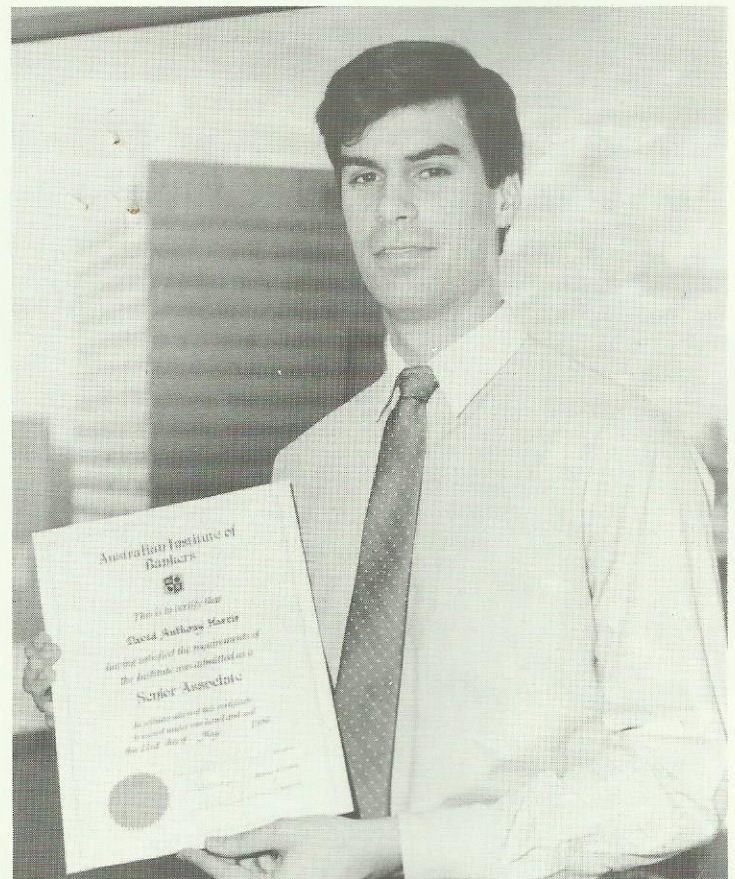
David, 24, of treasury, studied three years full-time at Monash and six months part-time at Chisholm to achieve the certificate which was presented by senior manager staff training and development John Wilson.

David has been with our Bank for three-and-a-half years.

He started with advances and before joining treasury's money market, was with business finance and internal audit.

David says of his achievement: "All knowledge is valuable.

"The competition is now so strong. The study was worth it."



feedback...

Send questions, comments and news to Corporate Communications, 080 Marketing.
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604 7827 604 7042
Clive Walters, Managing Editor
Adam Hankin, Editor
Kit Rae, Editorial Assistant



Careers Unlimited

Rapid development of our Bank's international operations in the last two years has opened up new and exciting career prospects in international department.

This development has been accompanied by intensive training and specialised career development, with twenty people selected for overseas courses and assignments to develop their skills in various aspects of international banking.

The latest group are Judy Baker, Drew McMurdo, Andrew Scheffer, Greg McFarlane and David Joseph.

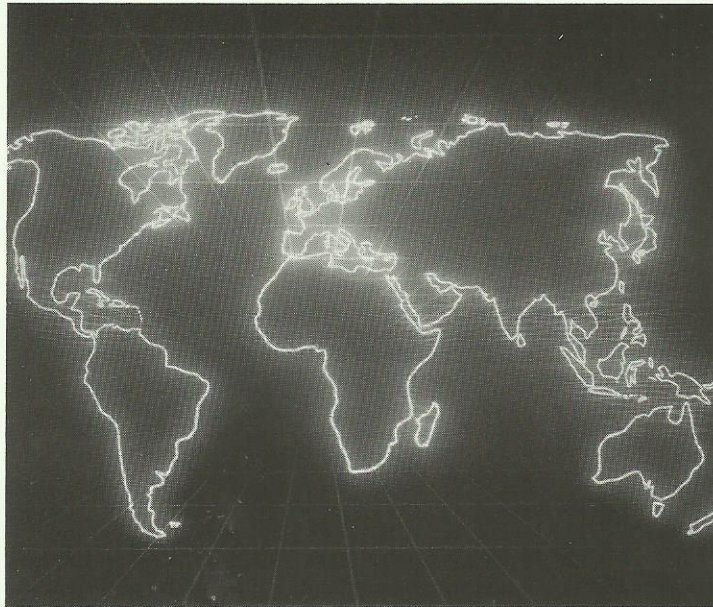
Judy Baker will be joining our staff in New York as a foreign exchange dealer in the important US and international markets.

Since joining the bank in 1972, she has had eight years' experience in branches, including a three month stint in London office.

Her first classification was branch audit officer; she moved into foreign exchange last year after cash and bill dealing in the domestic money market. Judy has combined career success with study, completing a Bachelor of Business (accounting) degree and attending several specialised foreign exchange dealers' courses and a management development programme at the Australian Administrative Staff College.

The economic growth of Pacific Rim nations is a vital part of our corporate and international expansion and Drew McMurdo will spend most of August and September studying the topic at the University of Washington in Seattle with 60 international bankers.

TRAINING FOR THE BIG TIMES



When Drew joined Echuca branch in 1970 he probably did not foresee where his career would take him.

After time on the relieving staff and at staff training centre he was appointed accountant at Burnley North where he learned about trade finance.

This led to a transfer to international department in 1983 where he became manager of the overseas trade section earlier this year.

Andrew Scheffer is heading for London and New York offices to get experience for his new role as an international relief foreign exchange dealer.

Backed with Bachelor of Economics and Politics from Monash University, Andrew joined Noble Park in 1982 and transferred to international where he worked in overseas trade before moving into foreign exchange.

He has also been on foreign exchange courses, including one with Midland Bank in London.

Greg McFarlane will be heavily involved in our European and Middle East business when he returns from his five-week international lending course with Midland Bank and visits to London and New York offices.

Greg, a Bachelor of Commerce graduate from Melbourne University, joined us at Bulleen in 1985.

After a short stay at the branch, he moved into international lending where he handled credit analysis of international loan proposals and establishment of dealing limits for foreign banks.

David Joseph is a newcomer who worked for the Bank of New Zealand in Sydney as a foreign exchange dealer before joining us last May.

He will be working in London for three years where his expertise as computer programmer and analyst and his experience as a foreign exchange dealer in Australian and New Zealand currencies will be valuable to our development.



(From Left) International's Andrew Scheffer, David Joseph, Greg McFarlane, Drew McMurdo and Judy Baker are all smiles as they start preparing for their overseas trips.

Bendigo and Parkville in

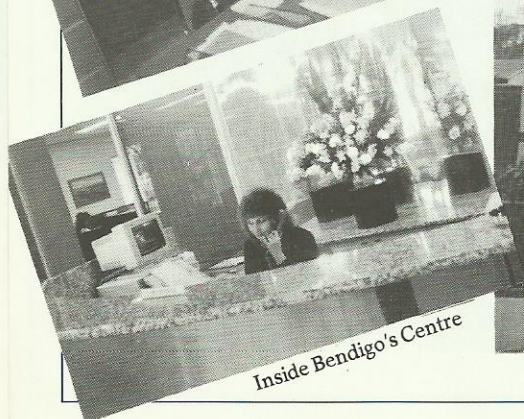
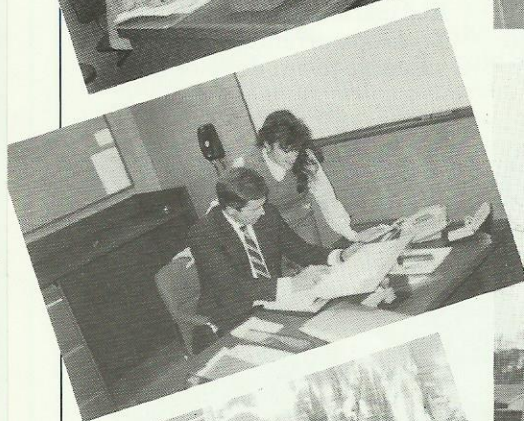
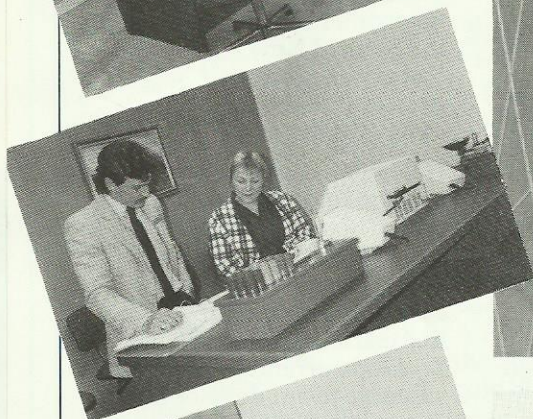
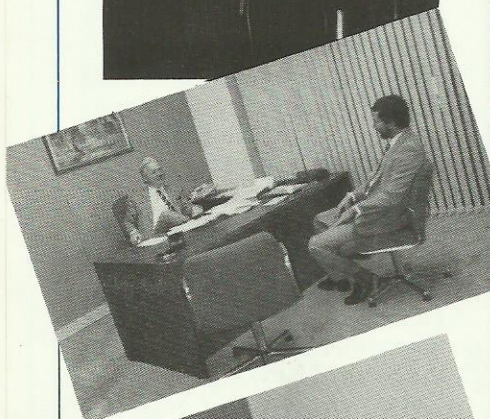
Regional Centre Opening

State Bank's revamped administration of its branch network has taken another step with the opening of its first metropolitan regional centre.

Three metropolitan regions, Parkville South, North and West are being administered from the centre at 407 Royal Parade, Parkville.

As well, our Bank's second country region centre, north-central region, at 14 King Street, Bendigo, is also operational.

The fourth regional centre, Box Hill, at 830 Whitehorse Road, is expected to open in October and will cover Box Hill North and South.



Inside Bendigo's Centre



Opening night at Parkville



Business



Parkville Staff

Yarrawonga Refreshed



State Bank Yarrawonga has moved a few doors to bigger and better new premises at 26-30 Belmore Street.

The new branch was officially opened by deputy chief executive Max Carr on August 20 at a function attended by 140 people including Yarrawonga shire president John Dowling.

Manager Geoff Cameron says: "The building we were in is a grand old building built in 1912. But it had its shortcomings.

"The building we're in now is brand new.

"It's a magnificent branch with more space. We're very happy."

Natimuk (A Hi-Tek Tale)

Sometimes new technology turns out to have a mischievous will of its own.

Such was the case for Natimuk branch manager Graeme McDonald when teller Cameron Sorrell persuaded him to demonstrate the mysteries of the newly-installed burglar alarm last month.

It looked so simple to use.

Just a little box in the records room. Graeme tried to set the combination to stop the alarm sounding during business hours.

But he forgot to turn off the light

What a din! Panic set in as the frantic Graeme tried to turn off the alarm.

"We woke up everyone in Natimuk, that's for sure. We're in a main street."

Fire brigade captain Ivan Hanson and assistant Steven Taylor thought the alarm had gone off at the fire station. They did not discover what was happening until they arrived there after a hair-raising, full-speed car adventure.

"The alarm went on for 15 minutes," says Graeme.

"It was the longest 15 minutes of my life."

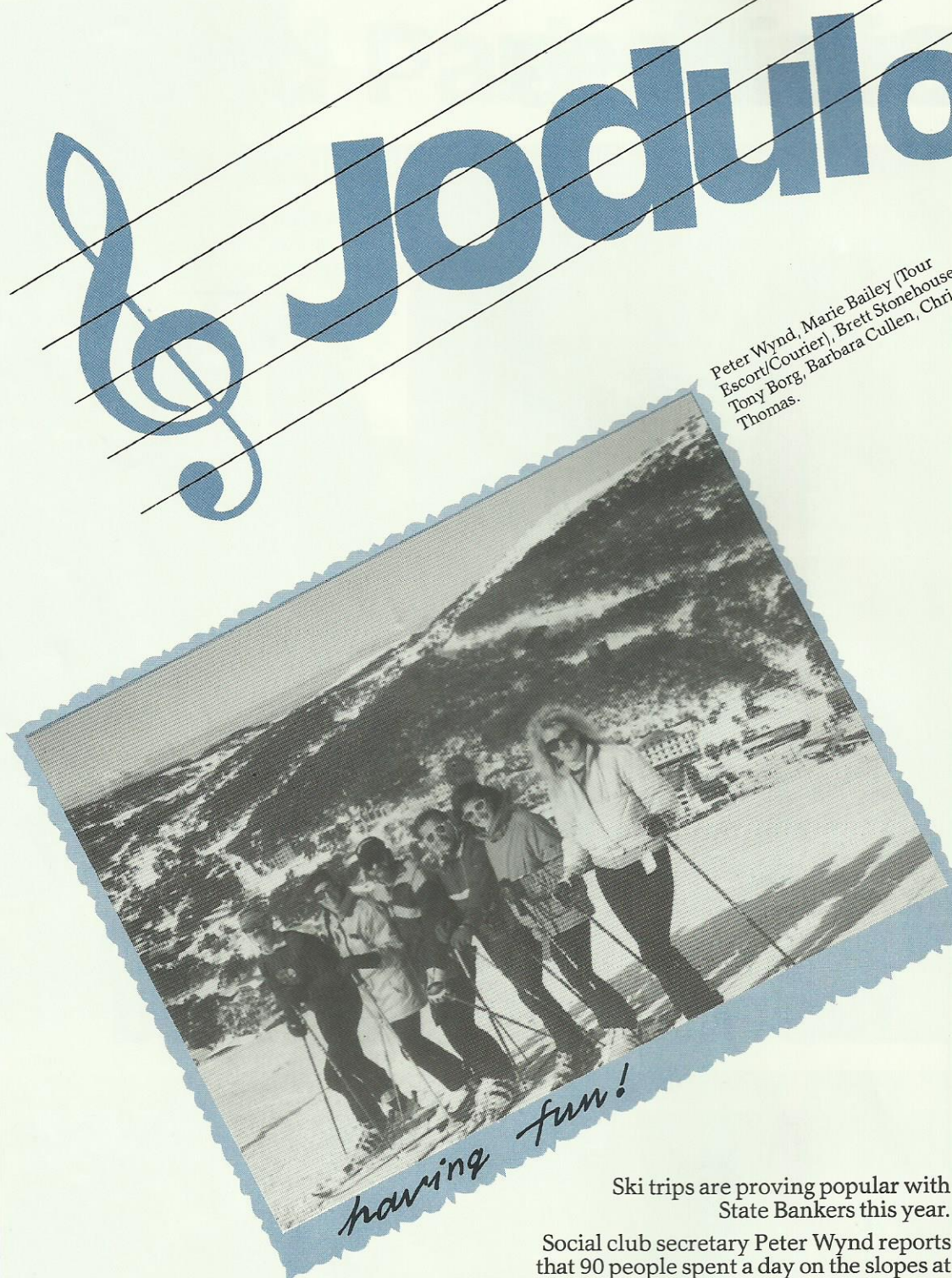
The police chief was driving past the branch at the time and saw that it was a false, if loud, alarm.

"I hope he doesn't think so next time," says Graeme.

Since the whole story appeared in the Mail Times, Natimuk residents have been coming into the branch with their comments, much to Graeme's embarrassment.

But he has learned his lesson and says: "Anyone who wants to know how it works from now on can find out for themselves."

H.C. Anderson



Peter Wynd, Marie Bailey (Tour Escort/Courier), Brett Stonehouse, Tony Borg, Barbara Cullen, Chris Thomas.

Ski trips are proving popular with State Bankers this year.

Social club secretary Peter Wynd reports that 90 people spent a day on the slopes at Mount Buller on August 24 and 45 had a day trip to Mount Buller on August 3.

Longer breaks at the snow have been just as popular.

Peter says about 45 people went to Mount Buller from August 15 to 17 and from July 25 to 27. As well, 45 went to Falls Creek from July 18 to 20.

Still on the social scene, with our Bank's regionalisation, Peter says that north-central region, Bendigo, is keen to organise its own Pleasant Wednesday Evenings.

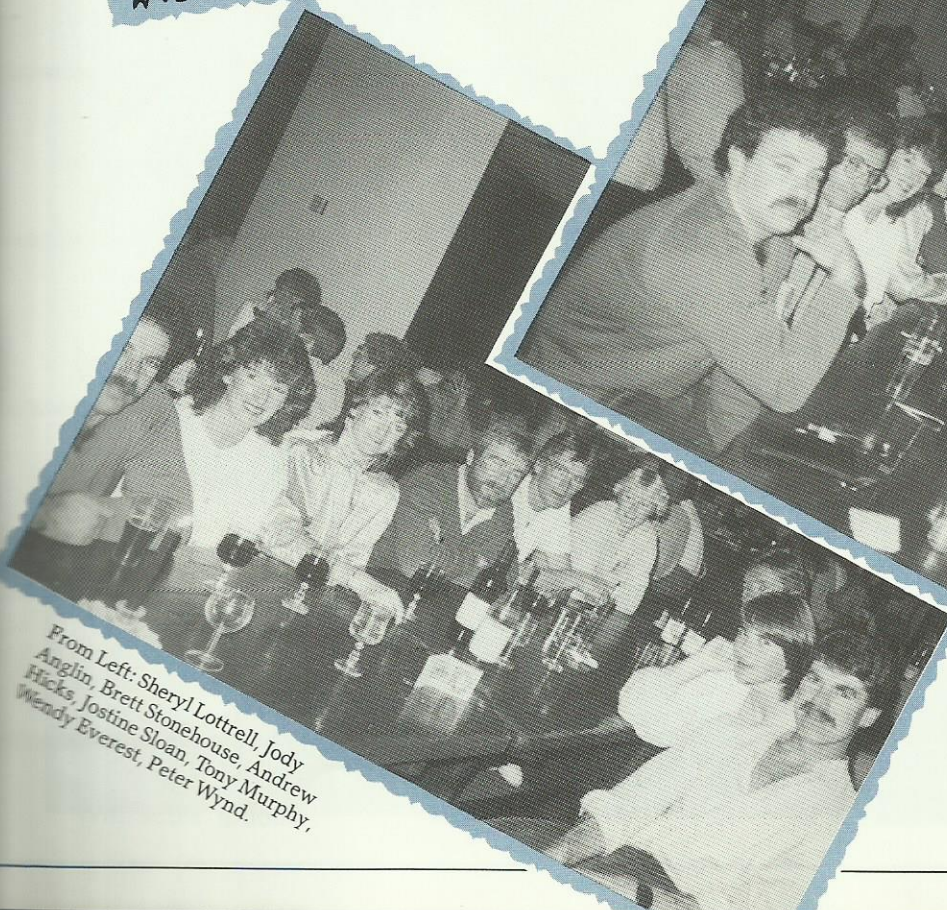
The next PWE in the staff cafeteria, State Bank Centre, is on September 17.

diduh!



Wendy Everest, Tony Borg, Brett Stonehouse, Fiona Rocker, Bryan Coyne, Melinda Rocker, Gavan Mann, Margaret Jenkins, Kim Blain, Christine McCallon.

wish you were here!



From Left: Sheryl Lottrell, Jody Anglin, Brett Stonehouse, Andrew Hicks, Jostine Sloan, Tony Murphy, Wendy Everest, Peter Wynd.



From Left: Guest, Tony Borg, Sheryl Lottrell, Jody Anglin, Bret, Andrew, Jostine, Tony, Wendy, Peter, Marie Bailey (Courier).

Diversification of our Bank's financial services has taken another step with the introduction of a professional portfolio management service for investors.

The Portfolio Management Services department headed by one of Australia's leading portfolio and investment managers, Mike Griffin, has been set up by Treasury.

Funds now under management are over \$700 million. The Bank and Tricontinental together control just over \$1 billion of investments (other than those appearing on our own balance sheet).

Mike, who has more than 25 years' experience in the field, has a team of five experts covering all aspects of portfolio management and marketing.

They are senior manager global strategies Steven Vaughan, portfolio manager fixed interest and property Graeme Walker, portfolio manager Australian equity investments Ian Wightman, marketing manager Mohan Jesudason and equity analyst Garth Roy.

"Our investment philosophy is a higher-than-average return with lower-than-average risk through active management of diversified portfolios, domestic and overseas," says Mike, 48.

"Consistent long-term results are preferred to high-risk, short-term speculative strategies."

Mike and his team will also be developing investment and superannuation products as part of the Bank's rapidly expanding range of financial services.

In addition to investment management services to the wholesale market, the team is responsible for managing the Bank's provident fund and retail investment products:

SuperSafe Approved Deposit Fund, SuperSafe Growth ADF and StateGuard Insurance Bonds.

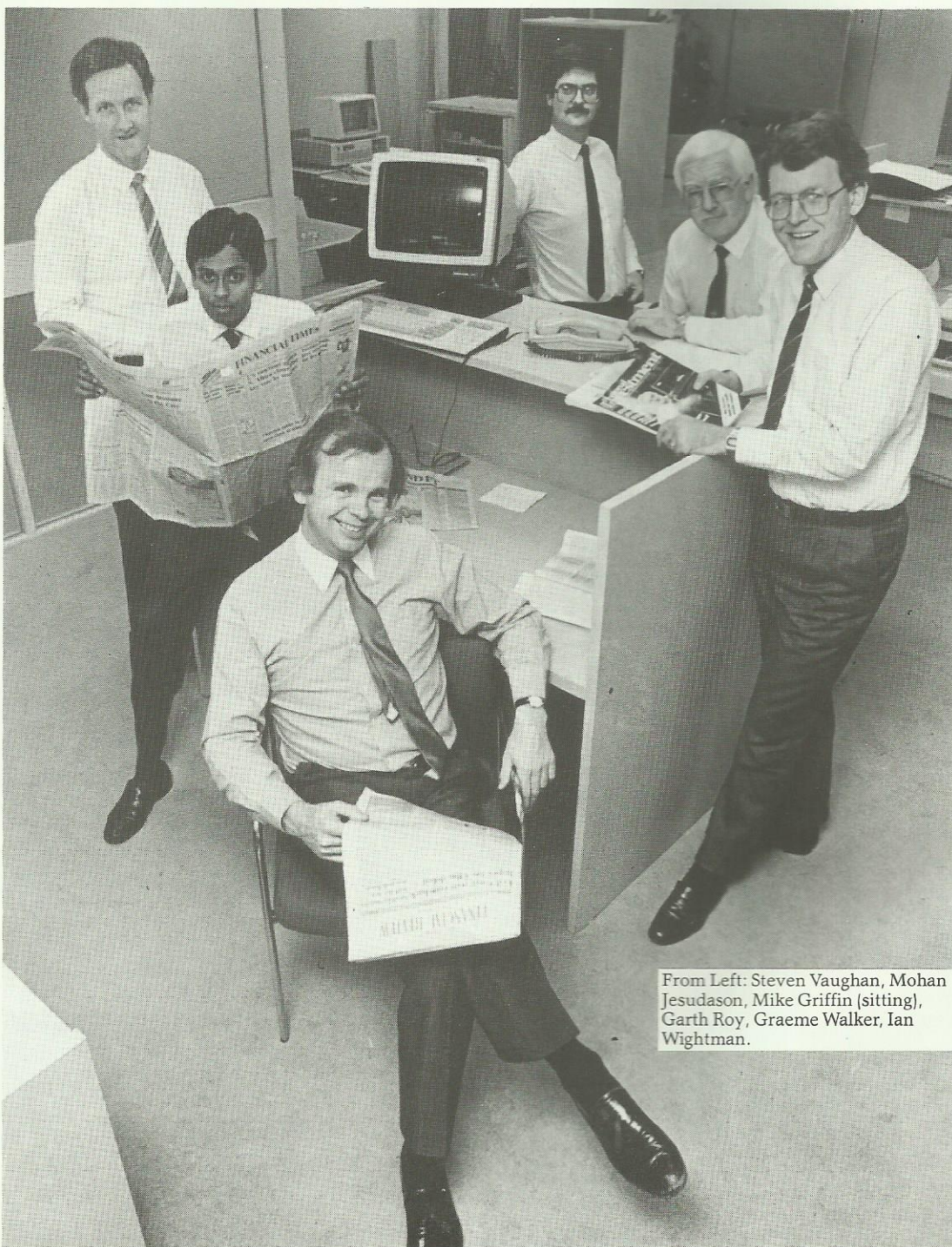
Managing "Big Bucks"

"Anybody with money that needs to be managed on a portfolio basis we can accommodate," says Mike.

"This will mainly comprise superannuation fund for small to medium sized businesses."

Managers and staff can refer customers to Mike and his team on (03) 604 6157.

Individuals wanting Investment advice should call Jack Sennitt and his team on (03) 604 7339.



From Left: Steven Vaughan, Mohan Jesudason, Mike Griffin (sitting), Garth Roy, Graeme Walker, Ian Wightman.



Japan's leading credit rating agency, The Japan Bond Research Institute, has given the State Bank of Victoria its top, AAA, credit rating for a long-term bond issue in the Japanese market.

The rating will give the Bank access to Tokyo's developing capital markets and the Euro-Yen bond market.

"Japan's importance in

world financial markets is growing rapidly," says Jim McAnany, Deputy General Manager, Corporate and International.

"With new funding instruments, continued deregulation and opening up of Japan's capital markets, State Bank believes the Japanese market has good potential for the Bank's capital

market issues, in line with our strategy of taking advantage of favourable issuing conditions in different market segments.

"We expect an attractively priced issue will arise later in the year."

Our Bank already has top ratings for its commercial paper issues with leading American agencies, Moody's Investors Service

Inc. and Standard and Poor's Corporation, and Australia's, Australian Ratings Pty. Ltd.

Earlier this year, the Bank entered the international capital markets with US\$125 million Eurodollar Bond and US\$300 million Floating Rate Note issues.

These were followed by two private Yen placements in Japan on favourable terms.

StateGuard — Top Earner in First Three Months

One of our new investment products — StateGuard Insurance Bonds — has achieved an excellent first bonus rate of more than 13.5 per cent per annum in its first three months of operations.

StateGuard Insurance Bonds were launched last March by our Bank and StateGuard Friendly Society.

The bonus 13.53 per cent per annum was achieved from its launch on March 5 to May 31, the end of the Society's financial year.

"With subscriptions

totalling more than \$18 million in this period, StateGuard Insurance Bonds are clearly meeting the needs of those people who want security, tax advantages and professionally managed investments," says John Rawlins, Deputy General Manager, Treasury.

"If an investor on a 46 per cent marginal income tax rate obtains the most favourable tax concessions by holding a StateGuard bond to maturity at the current bonus rate, a minimum annual return of 25 per cent over the life of an alternative investment



would be needed to break even.

"It is unlikely that similar returns could be obtained from such low risk

investments as those of the Society.

"This makes StateGuard Insurance Bonds a very exciting and excellent investment opportunity."

Golden Grain . . .

Warracknabeal branch manager Michael Code has been in the town only about four months but is already a valuable contributor to its development.

He has come up with the winning entry for a catchphrase for Warracknabeal and has been elected to Warracknabeal Promotion Committee.

Michael's winner was: Cereal capital of the Wimmera.

In Search of Gold?

"Don't touch anything!" was the ominous greeting from manager Keith Williams to Joanne Baird when she arrived for work at Sea Lake branch one day last month.

Police were investigating a mystery break-in.

Holes had been drilled in the back doors and a window had been broken but nothing taken.

Joanne, the branch's senior clerk, says: "The thieves failed to make any progress with the safe."

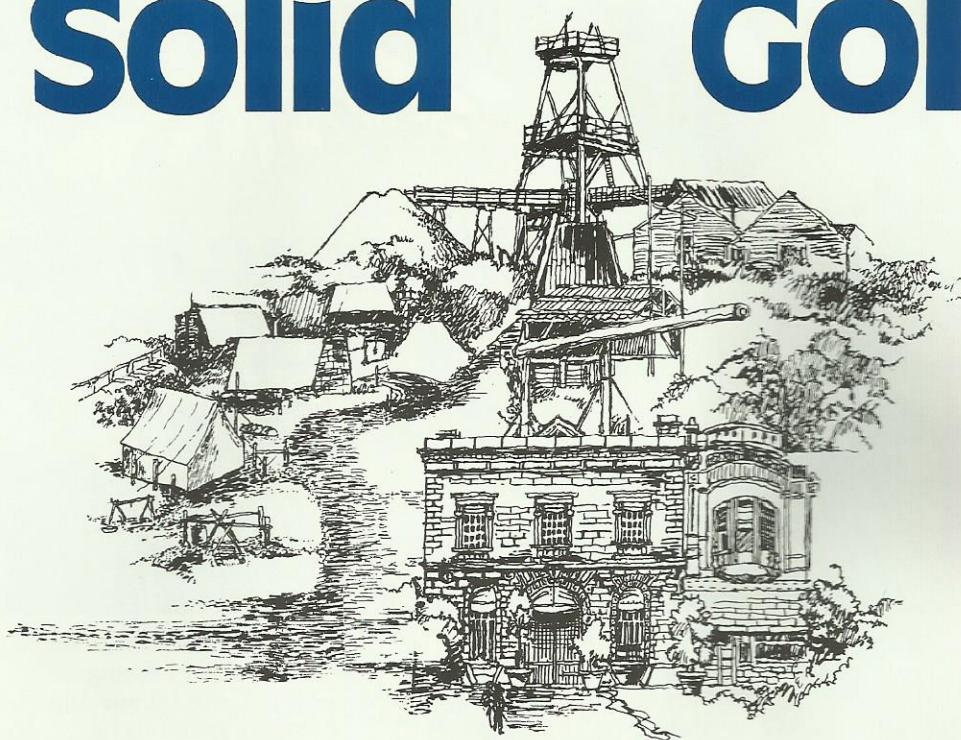
Keith says official investigations are proceeding but there are no clues.

"It goes to show how important it is to lock away valuable documents at the end of the day," he says.

"You never know when something like this will happen."

As Joanne says: "The mysterious break-in has certainly stirred up the town!"

Solid Gold



Dining on stew and damper 60 metres below ground level after donning miners' hats makes an interesting change from sitting around the dinner table craning to watch television.

But that was the scene when 40 people took a down lift at Central Deborah Gold Mine, Bendigo, for a ceremony – and meal – in

the crib room on level two to mark State Bank's \$3500 assistance for 100 miners' hats and lamps.

The cheque was given by north-central senior manager Peter Shepard to Bendigo Trust chairman Daryl McClure.

The mine is now a tourist attraction and tourists must

wear the hats when going into the mine.

The mine was operating between the 1930s and 1954. It was later bought by Bendigo Council.

The trust started work on it last year and the current stage of its development was reached about two months ago.



From left: State Bank Bendigo Manager, Graeme Cathcart; Bendigo Trust Chairman, Daryl McClure; North-Central Senior Regional Manager, Peter Shepard; North-Central Regional Manager, Allan Timmins.

Golden Sounds

When the Australian Youth Orchestra set off on its tour this month, there was a State Banker with it, Fiona Piggott, part-time teller in State Bank Centre branch.

Fiona, 20, a cellist for nine-and-a-half years, is one of eight cellists for the tour which includes performances in Sydney, Canberra and Melbourne.

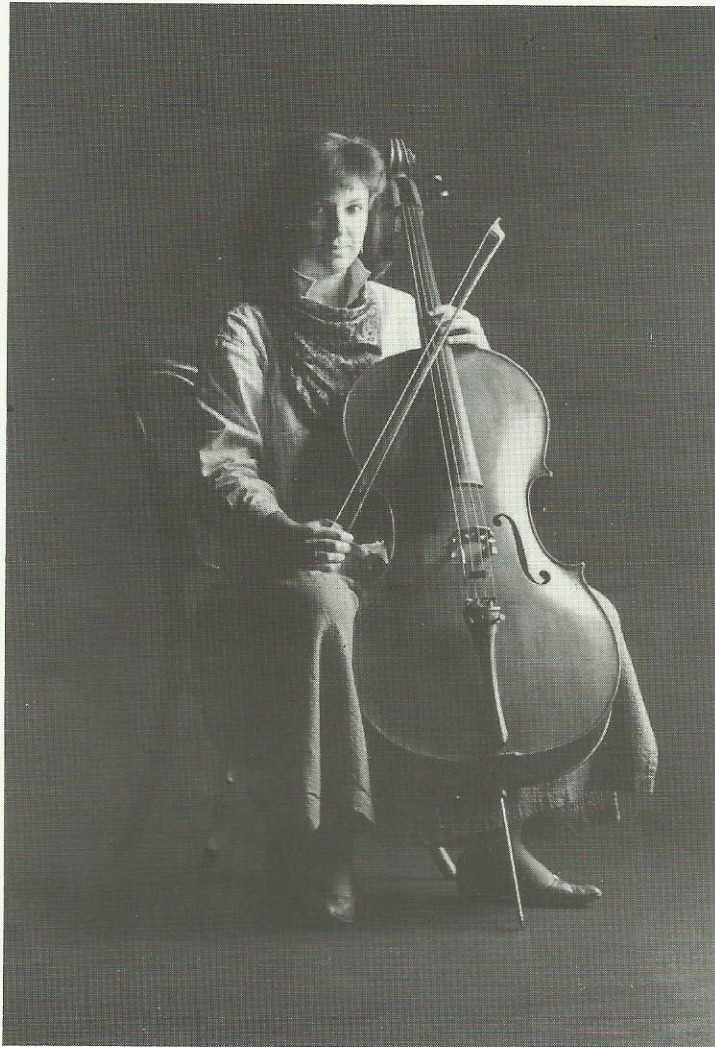
The programme comprises works by Mahler and Swiss composer Frank Martin.

A panel of three judges held auditions all over Australia to choose the musicians.

Fiona began playing when she was in form one at high school and played in the school orchestra. She has just completed a three-and-a-half year Bachelor of Music course at the Victorian College of the Arts.

What made her take up the cello?

"It's just something I always wanted to play," says Fiona.

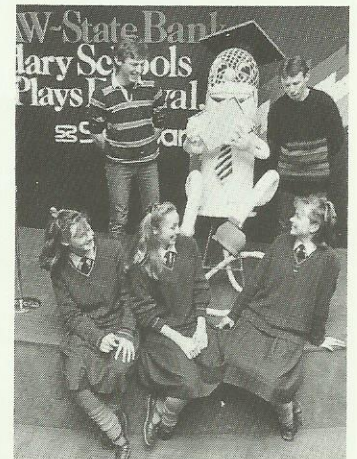


Fiona Piggott and Charles the Cello

Glittering Prizes

Firbank Anglican School, Brighton, and Glenroy Technical School are the joint-winners in the 3AW-State Bank Radio Plays Festival.

The winners were announced at State Bank Centre Theatre on August 12.



Firbank's play was called, Sandra Gets Her Act Together, and Glenroy's was, Earth Quest.

Both schools received video equipment valued at more than \$3000 and presented their plays on 3AW.

The plays performed by St Margaret's School, Berwick, and Parade College, Bundoora, were highly commended.

Sixty-two schools competed in the radio plays festival. There were 10 finalists.

The eight other finalists received audio equipment valued at \$400.

A Taste of Liquid Gold?

More than 2680 entries – a record – were submitted in the 103rd Royal Melbourne Wine Show, sponsored by our Bank.

The wines were submitted by a record 222 exhibitors from all States.

The wine show was held at Royal Melbourne Showgrounds and judging was from August 4 to 8.

Two new trophies, including the State Bank Trophy for the Best Muscat, were added to the awards for this year's show.

Deputy Premier Robert Fordham presented the major awards.



Max Carr, Deputy Chief Executive, presents the State Bank Award.

We were wrong

A story in July Our Bank said Paul Grady was with Pay Point. He is with Farm Point. As well, Terry Atkinson was called manager corporate planning. Terry is chief manager corporate planning.

Dear Mr Walters,

Thank you for continuing to send me copies of Our Bank which always make interesting reading. Although I have been retired for 17 years, and do not see many of my old friends of banking days, Our Bank helps to keep me up to date with the exciting progress that the Bank is making these days. I am sure it will continue. Best wishes,

Yours sincerely,
H. Barnden
Chelsea



Garry Glitters

Garry Silvester, of Morwell Mid-Valley branch, leaves Victoria at the end of this month to compete in the Australian badminton championships in Adelaide to try to keep the title from the West Australians.

The championships for the Clendinnen Shield are contested from August 31 to September 12.

Victoria holds the title and Garry, 27, says the Victorian team of five men and five women is confident of retaining it.

"We hope so anyway," he says.

"For the past 15 years or so it's been Western Australia and Victoria."

The Victorian team was picked last month and it is the fourth time Garry, who has been playing for 17 years, has been selected for Victoria.

"We beat Western Australia in Melbourne last year," he says.

The Australian individual titles will be contested after the Australian championships.

Besides individual training, Garry practises with the other team members twice a week.

In the Australian championships, games can last from four to six hours.

Garry says badminton players reach their peak between 25 and 28.

"The oldest one in the team is 32," he says.

"I have no thoughts of retirement yet.

"The championships will be played in Tasmania next year.

"But the one I really want to get to is Queensland in 1988."

Out Of Puff



Football umpire Jim Baird may hang up his whistle at the end of this season.

Jim, of the electronic banking services department, umpired his 300th game in the Western Suburban Football League this year and by the time the league's grand final has been played, his tally will be close to 325.

Jim, 33 has been blowing the whistle for 10 seasons and reached the 300-game mark more quickly than any umpire in the league.

His games have taken in six finals series - and that does not include the '86 finals.

He says of the possibility of retiring: "It's a consideration at the moment.

"I must admit I've had some thoughts after doing it for 10 years.

"I might be able to concentrate on my golf more then."

Jim has had a few injuries but says it is easier for umpires to "disguise" their injuries and get on with the game.

Of poor performances, Jim says: "I think we've all got one of those in our closet.

"If you're honest with yourself and you cop a bit of abuse as you walk off the ground, you'll say 'Yes, that criticism is justified.'"

Shattered Shuttles

State Bank has won the women's B-grade premiership in Bairnsdale Basketball Association with a 28-17 victory against the Shuttles after leading 11-9 at half-time.

The team has now been promoted to A reserve-grade and is looking at winning that title.

State Bank finished on top of the ladder and went straight into the grand final after beating the Shuttles by only a few points in the semi-final.

The team comprises Kaylee Gerbes, Jill Edwards, Carolyn Longhurst, Donna Emsley, Joy Trevanion, Laura Confait, Caroline Boucher, Bernadine Giles and coach Sharon Collins.

Donna says the premiership celebrations were low-key with "a few quiet ones."

The final was played at Bairnsdale Recreation Centre.

