

# Our Bank

LOOKING AT PEOPLE AND EVENTS IN THE STATE BANK OF VICTORIA

OCTOBER 1986

$1 \times 1 = 3!$   
THAT'S MULTIPLICATION

What do you do when you encounter a prize-winning chinchilla giganta?

Congratulate John Sheppard, accountant at Treasury Place branch.

Two of his chinchilla giganta rabbits won first place awards at this year's Royal Melbourne Show.

John's rabbit, Big Mac, won the adult buck section and an unnamed youngster of his won the under-14 weeks doe section.

Chinchilla giganta rabbits live up to their name – they usually weigh about 6 kg and have lovely coats, often multi-coloured. John has been breeding them for three years.

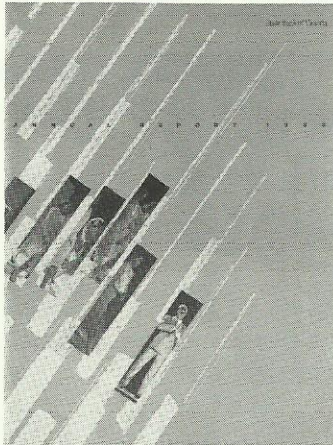
A friend gave him a couple which had been imported from New Zealand. He now has 12 but as he says: "They're always multiplying."

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# Our Profit Up 21 Per Cent



Our annual report – tabled by Treasurer Rob Jolly in State Parliament on October 9 – shows a net profit after tax of \$64.9 million, up 21 per cent on last year.

Our assets increased 36 per cent to reach \$10.5 billion, cementing State Bank's position as Australia's fifth largest bank and the top state bank.

Financial figures of our merchant banking arm, Tricontinental, were also included in our Report for

the first time and on a group basis, consolidated operating profit after tax was \$77.8 million.

Consolidated assets for the group reached more than \$12.4 million.

Total group capital and reserves increased to more than \$438 million.

Our Chairman, Mr J. Arnold Hancock, says in the report: "The Bank has had an action packed year in a setting of economic and financial upheaval.

"Deregulation and new bank entry have increased competition within the banking and finance sector.

"All banks have had to respond by competitive pricing and by looking hard at the quality and range of their products and services."

Mr Hancock says State Bank's commitment to retail banking in Victoria is exemplified by the record amount it lent for housing – more than \$1.5 billion was lent for housing in difficult market conditions when

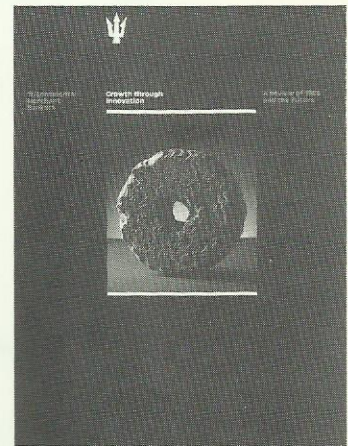
other lenders were cutting back.

In Mr Bill Moyle's Chief Executive's review of the year, he says: "The year can be viewed from two perspectives: the financial results; and initiatives taken in domestic and international markets.

On both counts, the Bank had a productive and progressive year."

Mr Moyle says factors influencing the year's results are a strong market share growth in loan assets; a squeeze on the Bank's lending margins; a substantial increase in commission and fee income; and expenditure increases on systems, equipment and premises which will produce future income benefits.

Tricontinental Holdings Limited has also released its figures this month, reporting a 281 per cent increase in pre-tax profit after doubling the size of its assets and fee income.



Its assets grew from \$971 million to nearly \$2 billion.

Tricontinental's year included opening an Adelaide office; development of corporate advisory and investment banking services; expanding its capital market activities and the launch of Multitrust, a product which offers a wide range of investment options in fixed interest securities and equities.

Our staff annual report is in production and will be distributed soon.

## New approach to helping hold up victims

A brochure on the effects of hold ups is being sent to you soon as part of a new approach to helping victims of bank robberies.

The changes are being introduced by branch banking, personnel and administration and staff counselling following a review of previous steps taken after a crime.

The brochure, What if it should happen to you?, will be distributed within a few weeks to all staff outlining the possible effects of a hold up and how to deal with them.



WHAT IF . . .

*it should happen to you?*

The brochure also gives advice for families and friends of victims and will be given to people after a robbery.

The general management group has given the green

light to the new procedures which aim to educate people about the 'hold up experience', help them immediately after the event and reduce long-term effects for those involved in such crimes.

With the new approach:

- The number of Head Office or regional representatives attending a branch after a hold up will be cut. They will have clearly defined roles and be trained on the effects of hold up shock.
- Reopening of the branch will be deferred, where appropriate, to the next day.

- Staff Counselling will continue their involvement in after-hold up interviews of staff and offer continuing care.

- Training programmes will include information to make staff more aware of the effects of hold ups.

### RETIREMENTS

The following retirements have been announced:

Hugh B. Brown,  
Vincent C. Grant,  
James G. Tonkin,  
Alan J. Chalkley,  
Gordon A. Eddy and  
John F. Harris.



# Oh, what a feeling!

In this mass-produced, ready-made world, it's nice to hear of someone who enjoys making and fixing things for himself.

Such a person is Rex Hall, acting projects manager in the premises department.

His tinkering interests range from vintage cars to country cottages.

He built his own caravan in 1975 in which he travelled around Australia. That done, he felt the need to find a new project in which to fling himself. What better than a vintage car?

The car he chose to work on, a 1928 Chevrolet Tourer, had a long journey before reaching Rex's hands.

"It originally came from Mirboo North," says Rex.

"Then, about 13 years ago, my Dad bought it. When I finally got the idea of fixing it up six years ago, it only cost me \$50, but what a state it was in. It was all in bits, in a whole lot of little boxes and full of redbacks."

Since then, Rex has spent many hours welding and renovating. All it needs now is some paint and upholstery.

"I've had a drive around the block but it's not very comfortable sitting on a chaff box," says the splintered Rex.

Rex joined the Vintage Drivers' Club in 1981. This gives him access to information and literature on vintage cars and he is eligible to join in rallies – when his car is finished.

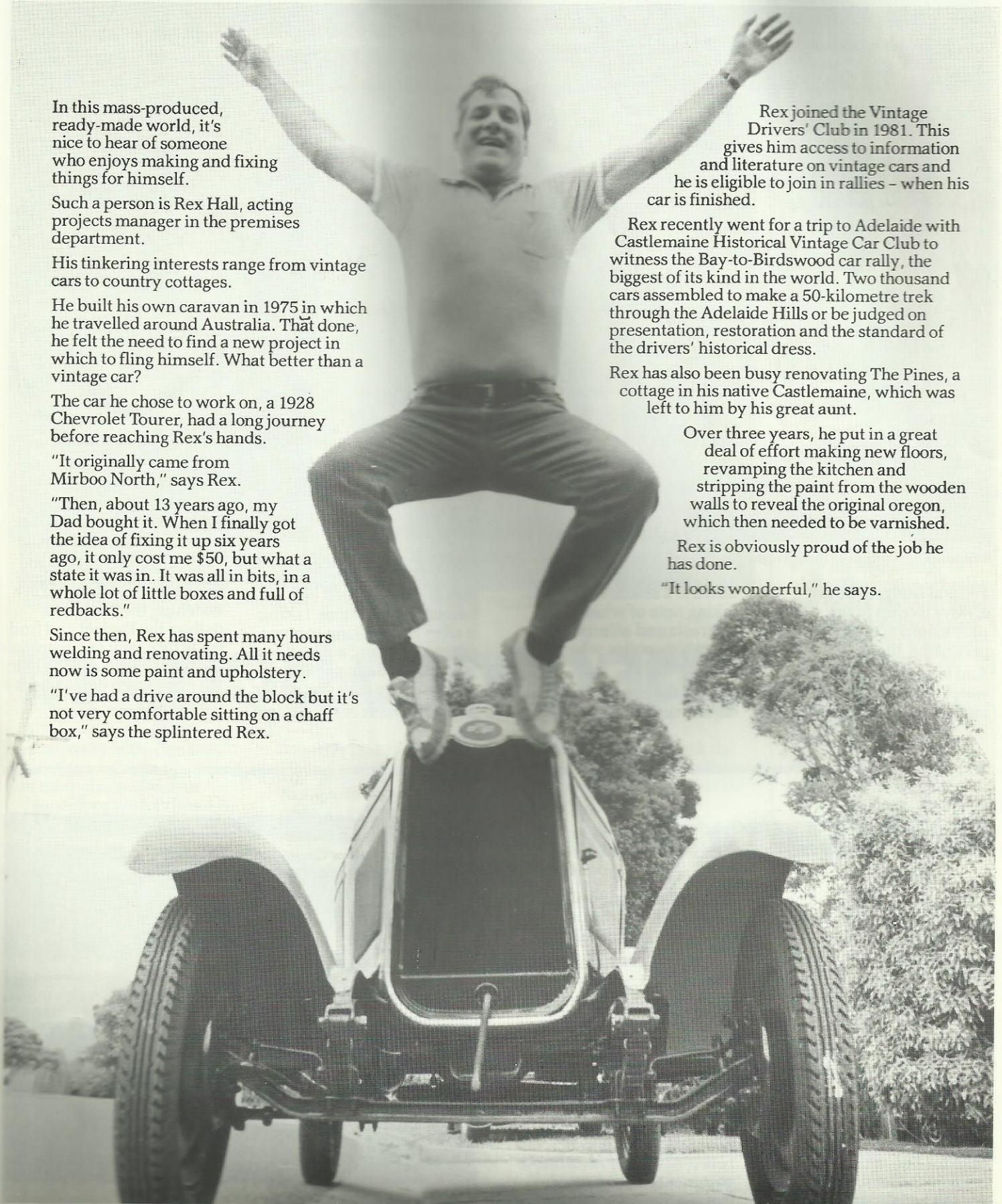
Rex recently went for a trip to Adelaide with Castlemaine Historical Vintage Car Club to witness the Bay-to-Birdswood car rally, the biggest of its kind in the world. Two thousand cars assembled to make a 50-kilometre trek through the Adelaide Hills or be judged on presentation, restoration and the standard of the drivers' historical dress.

Rex has also been busy renovating The Pines, a cottage in his native Castlemaine, which was left to him by his great aunt.

Over three years, he put in a great deal of effort making new floors, revamping the kitchen and stripping the paint from the wooden walls to reveal the original oregon, which then needed to be varnished.

Rex is obviously proud of the job he has done.

"It looks wonderful," he says.





# Eagle Eye on Hawke Government Figures



Economics department on Budget night: Mario Benci, Mark Tucker, Peter Demura, Cindy Williamson, Mike Hills, Margaret Copland, Jane Nash.

Federal Budgets do not always live up to the predictions and razzamatazz preceding them.

And for most people, watching television on the night a Budget is brought

down is a selective process, taking note of what interests and affects them, not taking notice when they do not want to.

But for the economics department this time, it

meant watching the lot, listening all the time, taking it all in and making copious notes to prepare a report for the general management group for the next day on the general effects of the Budget.

So next year, when you are watching the Treasurer deliver the Budget and find it a little heavy and want to switch off, give a thought to the economics department - they can't.

## Sue's surprise

Lalor branch teller Sue Walton no doubt expected something out of the ordinary when she arrived early for work for her last working day before her wedding.

But her decorated teller's counter was probably not what she imagined.

The staff arranged a wedding breakfast complete with wedding cake for Sue, 21, at the branch on October 6 but did not tell her about the

decorations of ribbons, tinsel, balloons and cardboard bride and groom dolls.

Sue married National Australia banker Colin Milburn, on October 9.

Assistant manager Bruce Robertson says: "It made her day.

"She knew about the breakfast but not the decorations for her. It received a lot of favourable comments from people coming into the bank."



Sue Walton - before she became Mrs Milburn - at the teller's counter.





Josie Cardamone (right) and Maria Sirianni, both of Epping branch, with the Prime Minister.

## In a field of his own

In our busy lives, it's sad that we often pass our surroundings without noticing them.

But some people take the time to look closely at nature and learn about the natural world.

Mornington branch accountant David King has long had an interest in bird watching and through his observations, has become quite an expert.

"It all stems from growing up in the country," says David.

"To me, it's just a natural progression from living in the bush."

David has no qualifications in this field and belongs to no clubs but he never ceases to amaze his friends with his knowledge of birds. They cannot believe that he can know so many different species. In fact, there are few varieties in Australia to which he cannot put a name.

"Every time you go out in the bush, you get to know the names of each bird," says David.

"You also develop an eye for the unusual. You hope to see birds which are a little bit more rare."

David, who prefers bird watching on his own, uses binoculars to get a good look at all the birds around where he lives and the places he visits on holidays. He believes that the ability to see them stems from "developing a keen consciousness of what's around you" – and a great deal of patience.

"If I'm walking through the scrub, I'll stay still for a long time until I blend in with the surroundings," he says.

"Sometimes, birds will come and land on me."

## In good company

How many State Bankers can claim to have a picture in their photo album of themselves with Prime Minister Bob Hawke?

Josie Cardamone can.

Josie, 18, of Epping branch, was an entrant in the Miss Italian Community and Charity Quest.

Although she was not named Miss Italian Community or Miss Charity at the Miss Italian Community Quest Gala Ball at Tullamarine on September 24 which the Prime Minister and State Opposition Leader Jeff Kennett attended – she did win a \$400 clothes voucher for being the highest individual fund raiser with \$2500, which she raised in

only five months.

The quest raised more than \$59,000 for an aged people's home and the Spastic Society.

There were 16 contestants in the community quest and eight finalists in the charity quest. Mr Hawke announced the charity winners at the ball.

Josie says of the quest: "It was a very good experience.

"It was hard work because I got into the quest late. I put a lot of hard work into it but you get a lot out of it.

"I had fun being an entrant in the quest and it was a good experience. I would recommend it to any young woman, it is an experience of a lifetime.

"I really want to thank the people at the Bank for their support. I really appreciate it."

The contestants were presented to Mr Hawke at the ball.

How did Josie get her picture taken with the Prime Minister?

"Because I was very persistent," she says.

"I said 'Can I have my photo with him now?'

"He asked what bank I worked for and I told him the State Bank and he said 'That's very good.' He's fun."

Epping branch manager Bob Reynolds and his wife, Lyn, also attended the ball.



# Nolan's Wimmera

Our Bank has sponsored a travelling exhibition of paintings and drawings by Sidney Nolan.

Nolan's Wimmera, a series of landscapes, opened at the City of Horsham Regional Art Gallery on October 9. About 150 people attended the opening.

The exhibition has been organised by the National Gallery of Victoria and sponsored by State Bank to give people in Victorian country areas a chance to see the works.

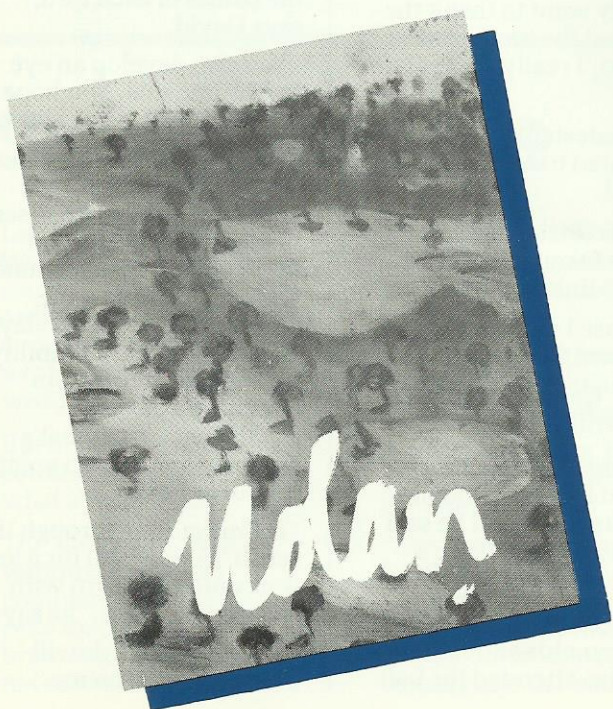
In 1942, Nolan, then 25, was conscripted into the army and sent to the Wimmera to guard military stores. His duties allowed time for painting and in the next two years, he produced the Wimmera series of

landscapes when stationed at Dimboola, Horsham, Nhill and Ballarat.

Three years ago, when Nolan presented the series of 25 paintings and nine chalk drawings to the National Gallery, he expressed the wish that the works might be shown in the regions which inspired the paintings.

Nolan's Wimmera will be at the Horsham gallery till November 16.

Other venues are:  
City of Hamilton Art Gallery - December 2 to January 4  
Ararat Gallery - January 12 to February 22  
Mildura Art Gallery - March 2 to March 31  
Benalla Art Gallery - May 22 to June 30



Leesa Wright and her dance partner Grant Williams.

## Star in her own town

The night of August 22 will be long remembered by Leesa Wright, 18, a teller at Lang Lang branch.

It was the night of her debut at the Lang Lang and Koo-wee-rup Rotary Club debutante ball.

Leesa and her partner, Grant Williams, were among 14 other nervous couples who went through four months of rigorous training to prepare for the ball.

It involved two hours of intense dance instruction every Sunday night in an effort to master the steps created especially for them by tutor Roselie Van Sindron.

"My partner's dad is in Rotary so we decided to join in," says Leesa.

"We had to get special clothes for the occasion and there was a lot of preparation. It was a really,

really good night but nerve-racking."

It was certainly a popular night. The hall was packed and everything was just perfect.

"We all had our pictures taken at the hotel across the road, on the staircase," says Leesa.

"Then we caught a bus back to the hall, 50 steps away, so we wouldn't get our clothes dirty."

Each debutante in turn walked across the stage to curtsy to the official party. Then came the debutante dance and presentations.

Leesa, being the first one out, gave a presentation to the dance tutor and made a speech.

Leesa is quite a star in her home town.

Says manager Terry Whitford: "We're very proud of Leesa in Lang Lang."



From page 1

There were about 200 entries in the rabbit competitions which were held in the Mitchell stand at the show. Judges came from Adelaide and New Zealand.

"They look for good definition in the coat colours and cleanliness," says John.

As the rabbits have beautiful fur, they often go on to become stylish coats. John says with pride that the Queen wore a chinchilla rabbit coat to Prince Charles' wedding. No such fate, however, will come upon John's pedigree friends.

"I get attached to the big ones," says John. "They've all got their own personalities. It's just like having a pet cat or dog. You can even take them for a walk on a lead, but it's often the rabbit who ends up in front."

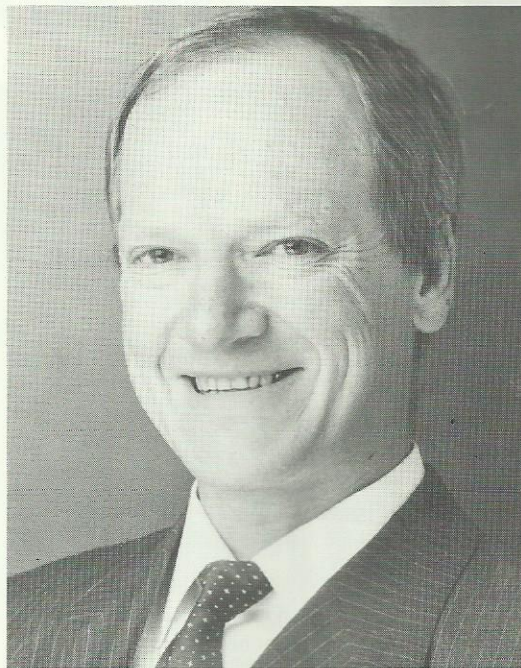
It seems that rabbit breeding can become an all-consuming passion. Both his daughters had prize winners in the show and John often meets other enthusiasts in his daily travels. Conversation on the subject can become absorbing.

Says John: "I was getting into a train on the Waverley line the other day when I recognised the driver. He was one of the rabbit breeders I had met at the show. He called me over and I got into the front of the train with him. We had a great old chat about our rabbits. Unfortunately, the driver got so absorbed that the train, which was supposed to be express, started to stop at the stations. I've never seen so many confused Met employees and passengers in my life."

Rabbit breeders have cause for nerves at the show as much preparation is involved in getting the rabbits ready for inspection.

They have to be thoroughly brushed and cleaned for the judges. No doubt a labour of love for an enthusiast like John.

## New Faces in Corporate Banking

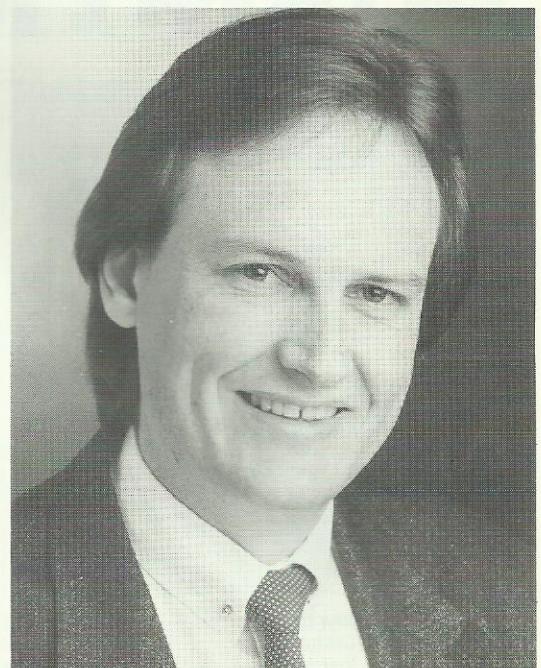


Robin Finnin

Two people have joined our Bank as managers in corporate banking.

Robin Finnin, 40, has been appointed senior manager corporate banking and Don Bruce, 32, has been appointed manager specialised finance corporate banking.

Robin joined us from the National Australia Bank where he was a corporate finance manager. He began his banking career in 1963 with the Commercial Banking Company of Sydney in Kyabram.



Don Bruce

He has spent more than 20 years in the corporate and international spheres including a period in London and a four-year assignment in Hong Kong.

Don began his banking and finance career in 1976 with General Credits where he worked until 1983. He then became controller banking with the Australian Bank where he also worked in the corporate banking field. Earlier this year, he worked for the Bank of America as manager finance with responsibility for financial management in retail banking.

### feedback...



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My news/suggestion/question

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# Grand Final Spirit . . .

Pakenham Gazette



Pakenham staff show their allegiances for the Pakenham-Cora Lynn grand final - back: Maree Howard, Vince Bucello, Annette Ladlow, Leanne Hewson, Kristine Shelton, Julie Kitchin, Jane Coppins, manager Lindsay Green front: Ian Taylor, Joanne Harper, Julie Cunningham, Tracey Byrne, Sally Davis, Kevin Cornell.

People in our metropolitan branches were not the only ones to get into the spirit of grand final fever.

Country branches were also getting behind the football teams - but not necessarily in the VFL.

Pakenham staff decorated the branch in football team colours and wore the jumpers of the teams in the grand final in the West Gippsland Football League, Pakenham and Cora Lynn.

For those who work in the city, wondering about the result, Pakenham lost. But there's always next season.

Customers entering our Clayton branch during VFL grand final week were confronted with cartoon characters of a Carlton player and Hawthorn player on the entrance.

They were the work of customer Rick Bennett, a signwriter and it was the second time he had produced cartoon characters for Clayton's grand final celebrations.

The staff were dressed in football jumpers and the branch was decked out in blue and white, brown and gold streamers.

Accountant Phil Smedley says: "There was a tremendous response from the customers, they really liked it."

And what colours will Clayton be decorated with next September?

Says Phil: "If I knew that I could make a fortune."



Clayton branch in grand final spirit - back: Sue McNamara, Ray MacKenzie, Rod Bramich, Mark Sutton, Robert Allott, Denis O'Keefe, Phil Smedley, Tony Quattrone centre: Sandra Jack, Michelle Andrea, Leesa Van De Nobelen, Ingrid Varney, Amanda Cox, Deborah Miles, Keryn Coates, Mary Triantis front: Dominique Jeantou, Julie Mumford, Andrea Delves, Carolyn O'Riley, Jo Chapman, Marijanka Kalman.

## Glen is thoroughly good

Glen Thorogood was surprised when he won Brunswick Football Club's best-and-fairest award.

"I thought I might get some votes," he says.

"But I didn't expect to win.

I was surprised when I won it."

Glen, 21, of Coburg West branch, expected Tony West who won the Liston Trophy for the best-and-fairest player in the Victorian Football

Association to win Brunswick's award at the vote count which was held at Essendon.

Glen, who plays at centre half-back, won the award in his first year with the Magpies with 45 votes.

Glen played in North Melbourne's under-19 premiership-winning team in 1984 and also played 14 reserves games with the Kangaroos. He was with Oak Park before joining Brunswick.