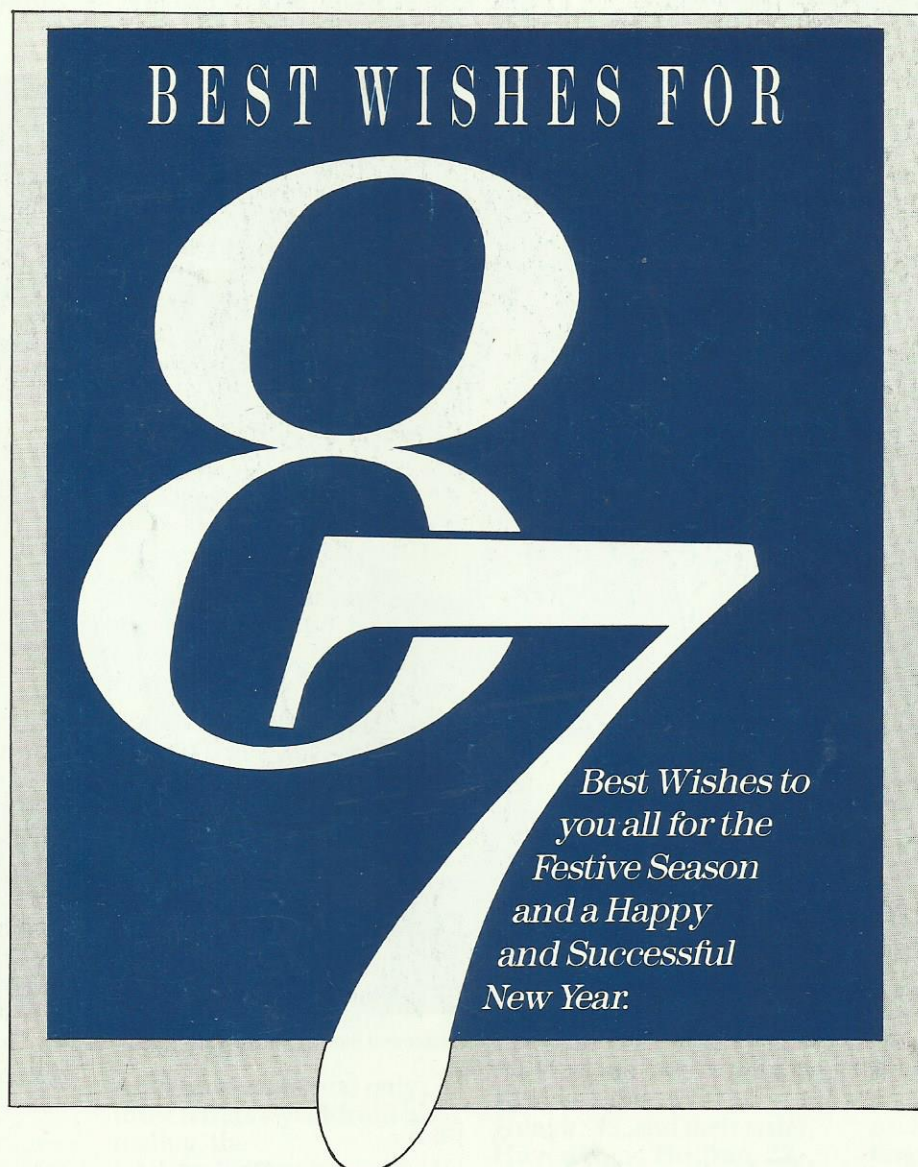


Our Bank

LOOKING AT PEOPLE AND EVENTS IN THE STATE BANK OF VICTORIA

DECEMBER 1986



L.G.C. Moyle

L.G.C. Moyle
Chief Executive

R.M. Carr

R.M. Carr
Deputy Chief Executive

What a Great Christmas Story

The season of joy and goodwill is upon us and Adam Hankin reports on a story which reflects the true nature of Christmas.



Dung (far left) and his brothers Khai (centre) and Manh hug their sister and mother outside Customs. Rosemary Tran, Phuong Mai Tran and Christine Tran run to their grandmother for the first time

Dung Van Tran and his brother, Khai, received their greatest Christmas present on December 3 when they were reunited with their widowed mother and sister nine years and a day after fleeing Vietnam.

Dung, 32, of the marketing department, and Khai, 31, of Springvale branch, reached Darwin in December 1977 after risking dehydration, starvation and pirates during a five-week ordeal in a ramshackle boat with only a 1954 French atlas to guide them.

With them were two other brothers and 70 Vietnamese fleeing the communist takeover of South Vietnam.

Armed with a few hand grenades and rifles, they were crammed in a disintegrating, 80-year-old wooden cargo boat.

They all made it to Australia.

Few of the 74 people fleeing Vietnam knew the unseaworthy condition of their 19.5 metre long and 2.5 metre wide craft when they pushed out to sea in the hot, dark morning of October 31, 1977, on their second attempt to leave their war-torn country.

Their only thoughts were on leaving Vietnam and reaching Australia.

Dung and Khai, their brothers Phuoc, 29, and Vinh, 27, had assembled with the other Vietnamese refugees about 10 hours earlier, just waiting, waiting for the right moment in the oppressive heat.

It came at 2 am.

"Welcome to Australia, Mum"

The boat left from a river near Dung's home in Binh Dong, about 8 kilometres south of Ho Chi Minh City, which Dung prefers to call Saigon – the city's name when it was capital of South Vietnam, before the communist victory.

It took more than three days to get out of Vietnamese waters.

"We made a live or die pact when we left Vietnam," says Dung.

"There was no way we were going back if we couldn't make it to Australia."

It had taken 18 months to organise the boat and the first time they left, on October 28, they had to turn back.

The oldest person on board was 65, the youngest two months. Only four of them, included Dung, spoke English well.

"We headed for Australia because we knew Australia as the land of paradise," says Dung.

"It is. They care for people here.

"We had an old French atlas and we had a compass but it didn't work. We had no idea how long it would take.

"We had no idea what life in Australia was like.

"We didn't even know what Australia looked like. We just wanted to leave Vietnam.

"The main danger was that we would run out of water and fuel, which we did a couple of times."

Luckily, they were helped on their way with fuel and water from passing boats.

Armed with some hand grenades and M16 rifles, the Vietnamese passed Thailand and arrived at Darwin via Malaysia, Singapore and Indonesia.

The Royal Australian Navy escorted them into the harbour about 8 pm on December 2.

The next day, their boat sank in the harbour. It is still on the bottom.

Another of Dung's brothers, Manh Van Tran, 37, made it to Australia via Thailand in late 1978.

A sister, Anh Thi Huynh, 40, is in Los Angeles after leaving Vietnam and going to Thailand about eight years ago.

After nine years, and only three letters a year from his mother, the Intergovernmental Committee for Migration wrote from Canberra on November 25, with the long-awaited news that his mother and sister were coming to Australia.

"The Australian Government was quite willing to let them come here but the Vietnamese Government was hesitant," says Dung.



Dung (left) and Khai reunited with their mother and sister

On December 3, Dung and Khai's mother, Tai Thi Hunyh, 59, and their sister, Huyen Ngoc Thi Tran, 22, flew into Melbourne after their nine-year struggle to leave their homeland.

Their mother, who had never flown, was on the first overseas flight into Tullamarine that day, arriving at 7 am.

Tensely, they all waited nearly two hours before their mother and sister got through Customs.

It was an emotional moment at 8.40 am as they hugged each other – the first hug in nine years.

"This is, truly, the greatest Christmas present we could have been given," says Dung.

However, four other sisters, Thu Thi Tran, 35, Phuong Thi Tran, 25, Cam Ngoc Thi Tran, 24, and Lan Ngoc Thi Tran, 23, remain in Vietnam.

Dung and Khai hope they will soon be in Australia.

Spear Heading the Export Drive

Story by Kit Rae

Pictures by Andrew Chapman



Quality control

Graham Elso, manager at Koo-wee-rup branch, and Colin Ingram of corporate banking, are happy men. They have just secured the account of Jetpak - which claims to be Australia's largest exporter of fresh asparagus.

"It's good to have a prestige company like Jetpak on the books. It gets the Bank's name known in the market place," says Colin.

The account was won from Australian and foreign banks when Vanda Kent, Jetpak's administration manager, arranged a meeting between Graham, valuer Bill Pitcher, and Ken Blashki, managing-director of Jetpak International Pty Ltd.

"When it came down to nuts and bolts, the State Bank was in front. They came down the straight three lengths ahead," says Ken Blashki.

"We didn't join the State Bank because of any desire to deal with a local bank. It was the best proposition - the best by a fairly sizeable margin. The service is superb, and the facilities are substantially better than a lot of their competitors."

He is particularly impressed by the way State Bank helps him with his foreign exchange deals, by giving him daily updates on foreign exchange rates. Koo-wee-rup branch also offers unlimited drafts, and is one of only three of our branches with this service.

"There's another area where the State Bank are really excelling themselves," he says.

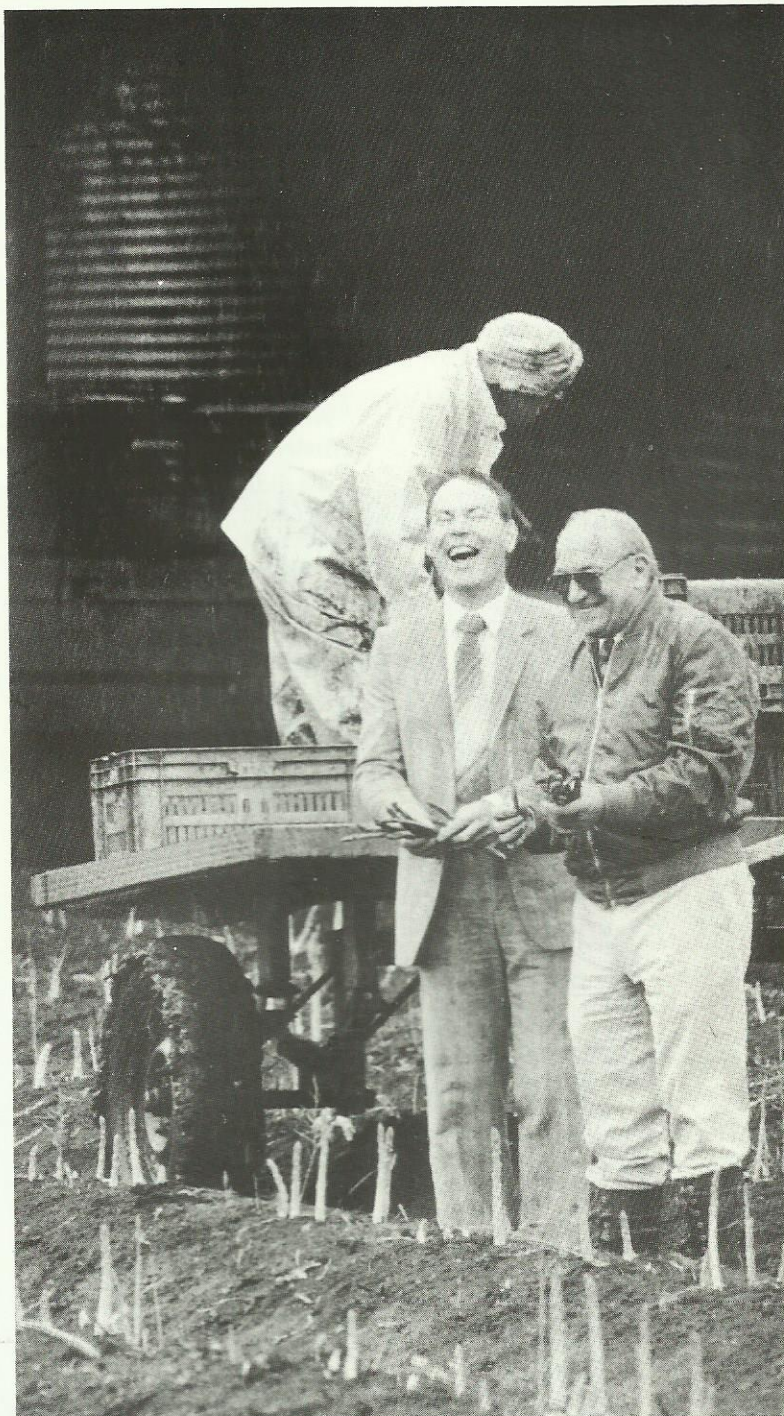
"With top staff who have international banking experience, they have gone from a savings bank to a trading bank of international standard in a very short time, but have retained their traditional attitude to customers. From a point of view of responsibility within a company, it is much easier to work with bankers who are interested and understand your problems, and talk to you on an equal basis."

Jetpak occupies 200 hectares in Dalmore, just

singing in the rain - Koo-wee-rup manager Graham Elso, Jetpak managing-director Ken Blashki, Smokey the Clydesdale, branch marketing support officer Peter North and rural valuer Bill Pitcher



Watching the asparagus grow



outside Koo-wee-rup, and a further 80 in Queensland. The company exports asparagus to countries all over the world, including Britain, Japan, the United States, Switzerland, Germany, France and Norway. During the three month asparagus season at the end of each year, 300 workers are hired for the Victorian operations. Once the asparagus is planted, it stays. It is possible for a worker to pick asparagus that was planted thirty years ago.



The company leaves nothing to chance when it comes to quality. Each spear is handled eight times during processing, to ensure that no faulty goods are exported and to divide the spears into a range of sizes. Nothing is stored longer than 48 hours. Asparagus picked today is in Japan tomorrow.

All the equipment used is especially designed and built for the company in America and Japan. Costs

can go as high as \$180,000 each for graders. Everything is computer controlled, which means that all information on



Tomorrow, Japan

production is available on demand.

In contrast to the high-tech factory are the traditional methods used in the fields. Clydesdale horses pull the carts in which the freshly cut asparagus is carried. Many of the Clydesdales, such as Smokey, started their careers as dairy horses. While they cost at least as much as a tractor to run, they have their advantages. They don't compact the ground like a powered vehicle, and, as

"When it came down to nuts and bolts, the State Bank was in front"

Ken Blashki



Production line

Ken says, "they know all the stops!"

Jetpak is on the move, developing more markets and winning many export awards.

The company won a Federal Government Export Award in 1985 and this year won an International Asia Award. For the second year running, it has won the Victorian Governor's Export Award.

Ken also received a Governor of Victoria Export Award for personal achievement in 1985.

Hong Kong office to open



Mr Carr

Our Bank plans to open an office in Hong Kong early next year to expand our international banking services and help us develop financial relationships in the Asia-Western Pacific region.

We expect to bring you more details in January or February.

Meanwhile, chief executive Bill Moyle and deputy chief executive Max Carr have taken part in major finance and trade conferences in Singapore, China and Japan.

Mr Moyle represented the Australian Institute of Bankers at the inaugural conference of the Asian Pacific Association of Banking Institutes (APABI) in Singapore, while Mr Carr took part in conferences in Beijing (formerly Peking) and Osaka.

Mr Moyle told the APABI conference that countries in the region had contributed to a shift of power from the Atlantic and had emerged as the most consistently reliable economic performers since the end of World War II.

He said no other region in the world had taken the challenge to form such an association.

Mr Moyle says the newly-formed Association has three broad aims:

- to promote banking education in the Asia-Pacific area



- to learn and benefit from the experience and practice of Association members
- to create an atmosphere of sharing and cooperation between banking educationists

Mr Carr says the conference in Beijing looked at, among other things, China's increasing commercialisation and the implications for Australia's trade and finance.

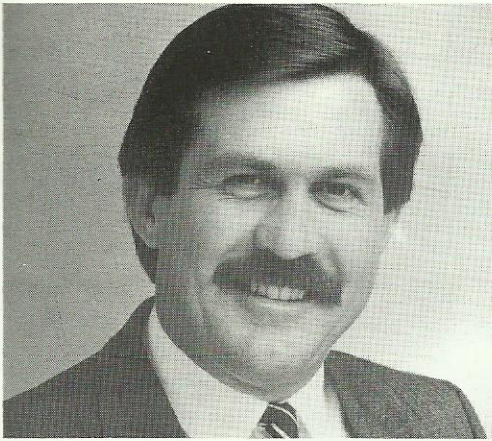
There were group discussions with bankers from Australia, Britain, America, China, India and Hong Kong; and Chinese officials were also questioned about the position of Hong Kong when Britain hands over the Colony to China in 1997.

Mr Carr stayed at Beijing's State Guest House, the official accommodation for heads of state and other dignitaries visiting China.

In Osaka, Mr Carr attended the 24th Joint Meeting of Japan-Australia Business Co-operation Committees, which looked at Australia's relationship with Japan as the Australian currency has declined markedly against a higher-valued yen.

"Japan is concerned to counter increasing competitiveness of countries such as Korea," says Mr Carr.

"There are some serious implications for Australia's future if we are not more competitive in the region."



Wayne to head London

Our London colleagues

Valerie Hughes, Paul Johnstone, Kieran Gissane, Angela Thompson, Linda Vigurs, James Game, Christine Caen, Ian Phillips, Karen Parsons, Jalu Dalal, Eric Giddy, John Dunstan, James Brotherston, Alan Smith, Rod Birrell, John Stone.

Wayne Jarman, chief manager international, will head our London operations in Old Jewry from January 6.

Wayne, 35, began his career in 1971 at the ANZ in Perth. He trained as a foreign exchange dealer in London, returned to Perth in 1975 as an accountant in the international department and became a manager, international, in 1977, before being transferred to Melbourne, where he handled Japanese trading companies.

In 1980, he joined the R&I Bank's corporate banking department.

Wayne was seconded to New York in 1983 and took over as senior manager, treasury, in Perth in 1984.

Wayne is currently completing a Masters Degree in Business Administration.

Our London office moved last June from Aldwych to Old Jewry in The City,

London's financial centre, near the Bank of England.

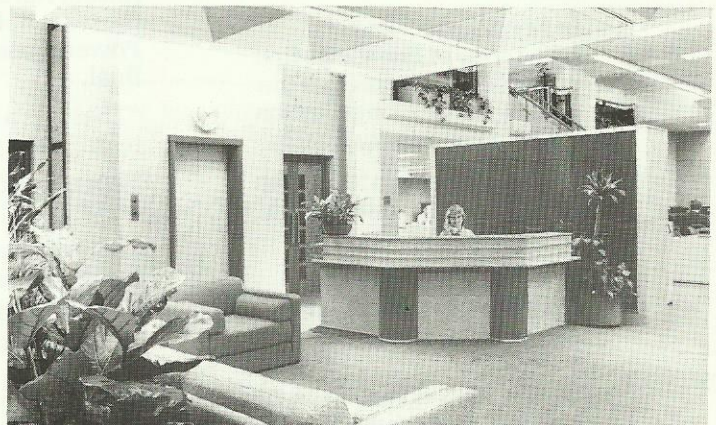
Its activities include dealings in foreign exchange and money markets, lending and trade finance.

The opening of the new London operation was another important step in the Bank's global capacities and development of our commercial banking business.

The move followed a review of our international and corporate strategies which involved the Royal Bank of Scotland becoming our agent for the long-established retail service to visiting Victorians and Britons moving to Victoria.

State Bank's presence in London began with a government agency in the early 1900s, which was closed during World War II.

In 1959, a branch was set up near Victoria House and Australia House in the West End, London's main tourist area.





It was a long time ago . . . 1961, or was it 62?

Kennedy was President, or was it Eisenhower? Menzies was Prime Minister.

Didn't Gagarin make the first flight into space in April? Perhaps that was 1960.

In Melbourne, wasn't Hawthorn in line for its first premiership or was that the year of the Geelong-Carlton drawn preliminary final?

Memories start to fade with time. Names and faces slip from the mind.

St Kilda South manager Geoff Paterson found this picture of our Bank's

premiership-winning football team when he was rummaging through some books.

Geoff, second from the left in the second back row, was full-forward and believes the team defeated Powerhouse in the grand final.

"That was a premiership team," says Geoff.

"I'm not sure if it was 1961 or 62.

"I think I was only 20 when that happened. I think I kicked two goals that day.

"It might have been three.

There wasn't much in the result, it was a tight game."

According to Geoff, people he can identify in the picture are (front) Bill Brown and Ian Reade, (second row) Byron Hill, coach Gordon Miller, captain Alf Reside, (third row) Ken Cox, Geoff Paterson, Bob Douglas, Ray Cooper, Geoff Ellis, Bill Burns, (back row) Graham Watson, Ken Castenelli, Keith Hall, Bob Addison, Geoff James.

There are gaps.

Who can name them all? Where are they now?

Footnote: Graham Watson, now regional manager at south-east region, says State Bank defeated St Kevin's Old Boys to win the premiership and that the year was 61.