

# Our Bank

LOOKING AT PEOPLE AND EVENTS IN THE STATE BANK OF VICTORIA

## New Heights



**State Bank  
is helping a Victorian airline  
reach new heights in business success**

**Kit Rae reports**

Gippsland regional centre, Traralgon, has set a fine example of developing our business through lending. The staff have gained the account of Promair Pty. Ltd., an airline which operates from Welshpool.

The company, which has been bought by Flinders Connection Pty. Ltd., recently approached Bill Bell, who was then manager at Foster branch and was subsequently referred to the regional centre, where lending officer Martyn Scrimshaw took over.

"Promair had approached several other banks, but we were able to offer competitive terms, without processing delays," says Martyn.



Promair director Brian Tucker (left) and Gippsland senior regional manager Terry Preston.



## From Front Page

"We now look after their operating accounts and have recently financed their purchase of an airport, Port Welshpool."

The previous owners of the private airline had been with State Bank since 1982. The new owners also found that they could not go past State Bank because, as Bill Bell says:

"Our offer was very commercial. This is a fine example of our drive towards acquiring profitable business on competitive terms."

Promair managing director Brian Tucker is most impressed with the service he has received from the regional centre.

"I found the State Bank to be very refreshingly approachable and practical," he says.

"I really was impressed with the Bank's operations. The staff bent over backwards to minimise delays. They did an excellent job."

"We at Promair are looking forward to a long association with the Bank as we expand our service."

Promair's traditional role was servicing Flinders Island. It now caters for tourists, business trips and freight. Planes frequently carry large quantities of crayfish into Gippsland. Flights leave from either Welshpool or Moorabbin airports.

Brian Tucker says the company is now doubling the number of flights between Traralgon and Launceston.

"It's a service that really does fill a need. There seems to be a great deal of family connection between Traralgon and Tasmania, and people frequently travel with us from Launceston to visit relatives. For instance, we

carry a great many weekend wedding parties," he says.

Also, Tasmanians use Promair for day trips to Melbourne. They catch a plane to Traralgon, a V Line bus to Morwell and a train, The Gippslander, to Melbourne for a few hours' shopping.

As these trips tend to appeal

mostly to summer travellers, Promair is aiming to correct the seasonal balance by promoting winter packages. Tourists will be able to fly in for ski trips to Mount Hotham.

The company has just set up a long-awaited link between the La Trobe Valley and Canberra. Previously, the only way to

get there was via a slow bus trip. Promair has been able to cut the travelling time to 90 minutes.

Three pilots are employed by Promair, as well as some part-timers. They operate five aircraft, three Piper Navajo eight-seater planes, and two smaller planes for charter and training work. Promair also has a flying school.



Promair chief pilot John Pyke; senior regional manager Terry Preston; Promair director Anne Tucker; regional lending officer Martyn Scrimshaw and Promair director Brian Tucker at La Trobe Valley airfield.



## Michael gets a lesson



Radio personality Michael Schildberger received VIP treatment from chief executive Bill Moyle at State Bank Centre when he was shown how to use an automatic teller machine.

Mr Schildberger had admitted on his programme that he had never used an ATM.

So customer service supervisor Amanda Balderstone contacted Mr Schildberger and arranged for Mr Moyle to show him how to use an ATM after he opened a SBS account.

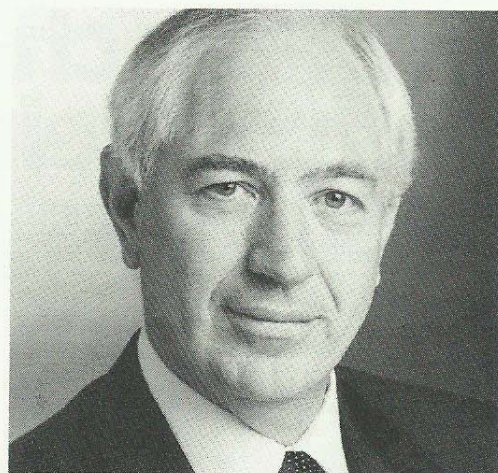


## Executive conference

More than 60 of State Bank's executives met for a three-day intensive, strategy conference at the staff college, Baxter, over the first weekend of March.

Speakers included chief executive Bill Moyle, deputy chief executive Max Carr and consultants Peter Chandler, of Chisholm Institute of Technology and Jim Sharpe, of IBM. The conference started with a keynote address by Mr Moyle.

The conference covered reviews of the corporate and international, personnel and administration, treasury and retail banking divisions.



## New Secretary to the Board

Rod Birrell is our new Bank Secretary and Public Officer.

Rod, 44, joined our Bank in 1958. He worked in branches for three years before joining the chief inspector's department in 1961.

From 1966 to 1969, he was with the newly created personal loans section, followed by three years in current loans.

He became staff instructions officer in 1972, and later became a district manager before his move to international department as senior manager.

Before his current appointment, Rod Birrell was Chief Manager of our London operations.

He is a Senior Associate of the Australian Institute of Bankers, has a certificate of business studies (banking) and attended the Bankers' Administrative Staff College in 1981.

He was Principal of that college in 1984.

Our previous Secretary, Jack Horsley, has been promoted to Chief Manager, Chief Executive Officer's Division.

He joined State Bank in 1942, and became Bank Secretary in 1984.

## ATM Link

State Bank and National Australia Bank plan to link their automatic teller machines late this month, to be followed by a link with ANZ.

The interchange agreement will let customers of one bank draw cash and obtain information using the ATMs of the other bank.



# Sue French has the Reins of Success

Sue French has had a love of horses since she was a small child in Kyneton, where she was brought up on a farm.

Sue, 26, of money market settlements in treasury owned her first pony at five. Since then, she has gone on to compete in equestrian events, work as a pony club instructor and judge at pony club events.

"I started riding in shows when I was six," says Sue.

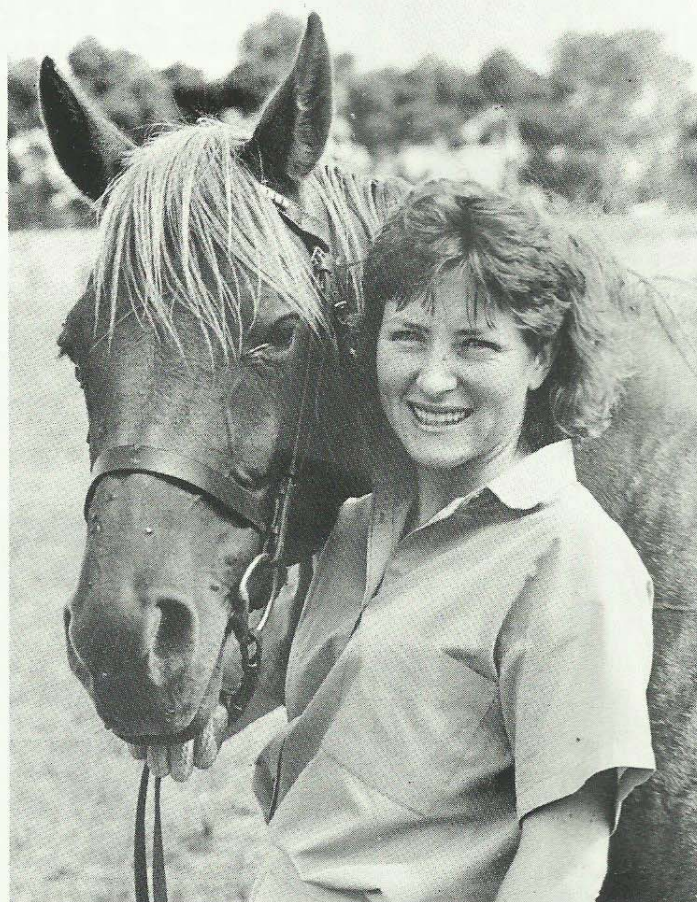
"I used to ride in the Kyneton Agricultural Show and the Castlemaine show. I learned most of my horsemanship through the Kyneton Pony Club."

Sue is not oblivious to the dangers of horse riding. She has fallen off several times but has learned the trick of doing so without being seriously injured.

She has three horses of her own. Mickey, the pony she owned when she was five, is still alive but Sue says she has him "on a chain to mow the lawn" at her parents' Kyneton farm.

Her second horse, Kimara, is one she bred from an Australian stock horse mare in 1975. She rides it around Sunbury where she lives.

The third is a pony named



Sue French and Kimara.



Refined which Sue finds ideal for saddle and cross-country harness events. Refined gained a place in the Australian championships last year.

Sue started instructing in 1984. Now a qualified pony club instructor with two certificates, she teaches anyone from beginners to the age of 21, at Sunbury Pony Club.

As well as riding, Sue has held six judging appointments at pony club events in Ballarat, Findon, Kingston and Keilor. She often judges dressage which she says is "the fancy stuff of horse riding". It involves the control of a horse performing intricate manoeuvres in a small arena.

Until she moved to Sunbury

in 1983, Sue competed in equestrian events in the Royal Melbourne Show every year. She would like to compete in more events in the future.

"I'd like to get more involved in combined driving," she says.

"This involves a horse and an old-fashioned buggy. Dressage comes into it, and obedience. It isn't easy getting a horse and gig around witches' hats.

"Also, there's a 25-kilometre marathon. It's just great fun."

In April, Sue, then with Gisborne branch, was one of two State bankers to spend two weeks with Auckland Savings Bank to study branch operations, particularly customer relations.







## New York's Wedding Belle

State Bank's New York office had the sound of wedding bells recently when international department's Peter Allen married Ellen Murray.

Peter, in New York office as a foreign exchange dealer on a 12-month assignment and Ellen, who is with National Australia Bank's New York office in the EDP department, were married at St Edward Confessor Church, Syosset.

The reception was at Huntington Country Club, Long Island, and the 145 guests included many New York office State Bankers.



## Citizen Paul

Sandringham Council has named 23-year-old Paul James Junior Citizen of the Year.

Paul, a member of branch security in premises, was nominated by Hampton Life Saving Club and Hampton Community Centre for outstanding community work.

"It all started in 1979 when I went to the life saving club to swim," says Paul.

"They asked me to help out, and I've been doing so ever since."

Paul is also in the Australian Army Reserve, scouts, Victoria State Emergency Service and helps organise biathlon and triathlon events.

There's more.

He holds a St John Ambulance Brigade first aid certificate, is a member of Sandringham Council's Bicentenary Committee, assists the police at Blue Light discos, helps remedial students at Moorabbin West Special School, has a certificate for the Counter Disaster College at Macedon, was recently awarded the "Boss" James Award in Scouting for outstanding performance, teaches swimming after work and is a regular blood donor.

"I lead an interesting life," says Paul.

"I already have awards for swimming and scouting, so I can add this one to the collection."

Sandringham Mayor Laurence Bottomley presented Paul's award on February 26.

## Retired Officers tour Bendigo

Peter Shepard, senior regional manager north-central region, wanted to show his appreciation for the efforts of some of the retired State Bankers in the area.

He came up with the idea of giving them a detailed tour of the Bendigo regional office, followed by afternoon tea.

"They were all so appreciative. We had letters and phone calls thanking us for a great day," says Peter.

"I believe these people played a significant role in

our Bank. They are part of our history and deserve to be kept up to date with our current services, equipment and staff.

"Rod O'Connell of the regional office staff explained the various aspects of our N.C.R. computer equipment."

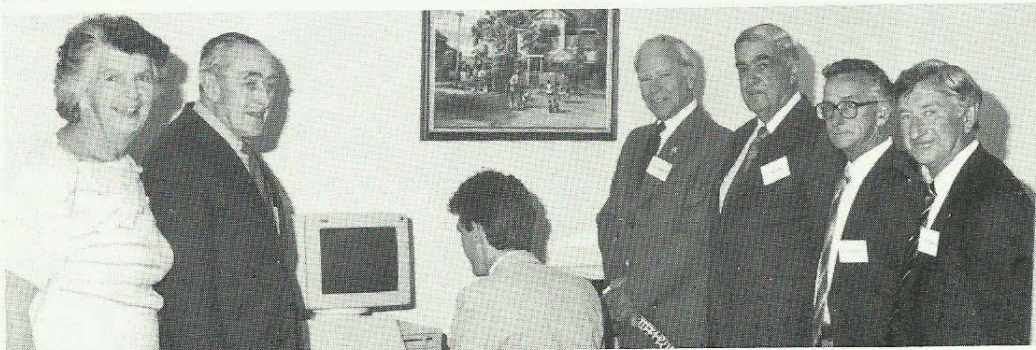
A note of welcome was sent to each person from Don Murphy and Barry Coxhell, of branch banking department.

Among the guests were Roy Foster, a district inspector 10 years ago, Harry

Higginbotham, who managed Bendigo branch in 1979, and Murray Bloomfield, who was in charge of the purchasing scheme for staff before the advent of the social club.

Other guests were Stan Mill, Mervyn Ashwell, and May Tayles, widow of former State Banker Ron Tayles, and herself a former State Banker. She was so pleased with the day she sent a note of appreciation to Peter Shepard.

Similar events are planned annually.



Rod O'Connell shows the NCR equipment to May Tayles, Murray Bloomfield, Harry Higginbotham, Roy Foster, Stan Mill and Mervyn Ashwell.





Citizen Paul James with some of the hats he wears in his busy schedule.



# Top year for Chris

This year is proving to be a memorable one for 27-year-old Chris Ryan, marketing officer in Portfolio Management Services.

Not only is Chris just completing a business and marketing degree at Caulfield Institute of Technology, but he has won the Barson Computers Encouragement Award for his outstanding work.

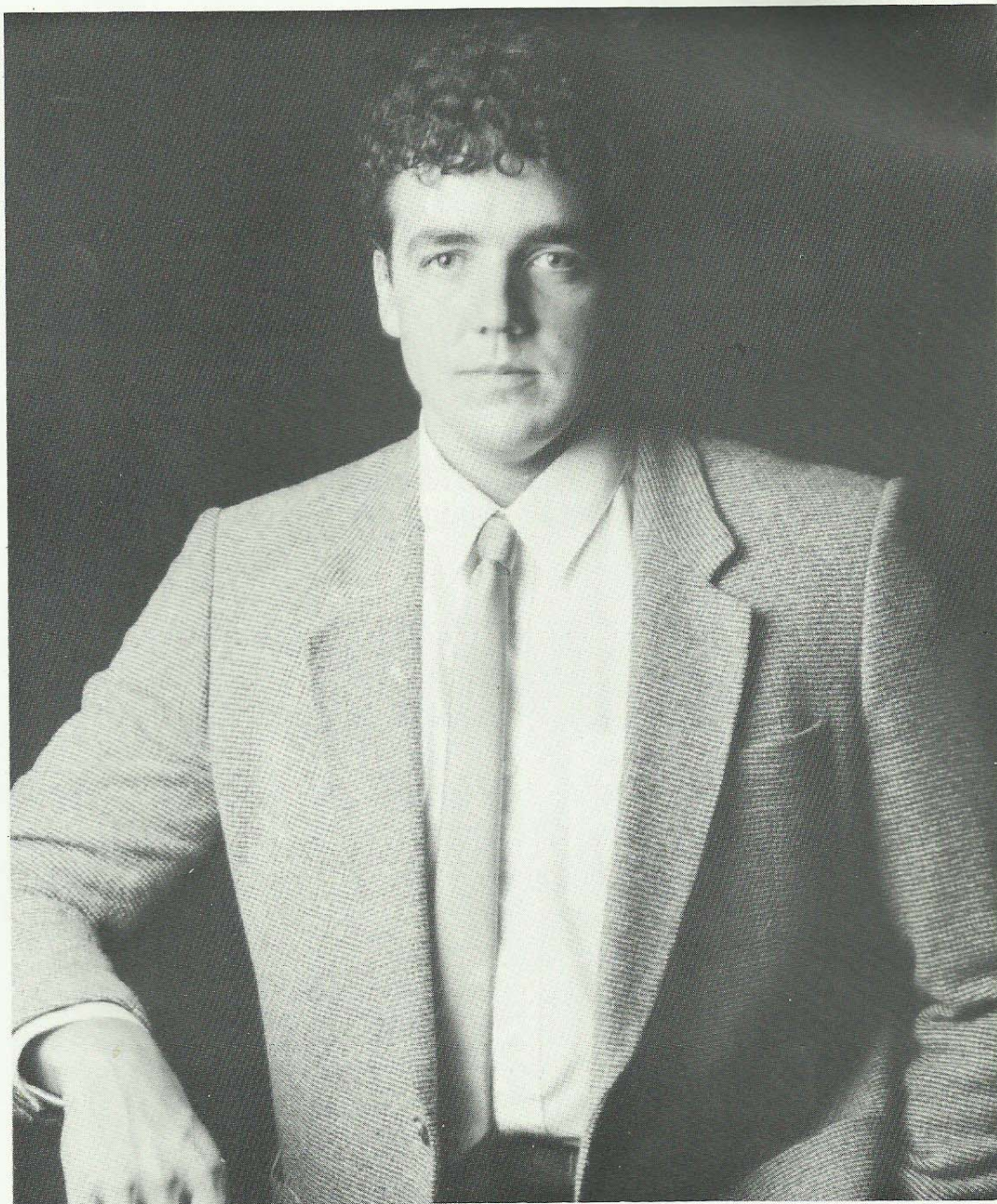
He gained the highest score in the marketing models subject at the David Syme business school, for which he received a Tandon personal computer from Barson Computers Australasia.

"I had no idea I had the top mark," says Chris, whose work with State Bank involves him in the management of SuperSafe, SuperSafe RODA, SuperBond and StateGuard.

"The first I heard of it was when the secretary from the marketing school rang me to ask if I would be at the school's dinner at the National Gallery. I wasn't going to bother, until the secretary said I'd have to be there to collect my award."

The award, inaugurated three years ago to encourage marketing trainees in the innovative and practical use of computers in marketing, was presented by Barson's managing director, Julian Barson.

Chris' work centred mainly



Chris Ryan

on a case study for a heavy machinery manufacturing company.

He had to analyse company problems, then create a database management system giving a detailed internal and external overview.

"Before the course, I had little contact with computers, but I really got into the subject and enjoyed it," says Chris.

## Third PWE for Bendigo

North-central region will hold its third Pleasant Wednesday Evening on March 25 at the Brougham Arms Hotel, Bendigo.

About 120 people went to the January PWE and north-central's social committee says the reason for the change of venue for the March PWE is that more space is needed because of the popularity of the PWEs.

Meanwhile, Gippsland region held its first PWE at Traralgon football club on March 11.

The next PWE at State Bank Centre is on April 8.



# What makes Paul run?

If you ever happen to be at State Bank's Wendouree Village branch and notice that one staff member is moving about more quickly than the others, don't worry. It's not that the others have slowed down - it's just that cheque account referral clerk Paul Schnyder, a championship level runner, can't help speeding wherever he goes.

Hopefully, he will continue this behaviour in Sydney at the end of this month, when he competes in the Australian 800 metres championships.

"I've finished second two years in a row in the championships," says Paul, 24, a member of the Wendouree and Glenhantly running clubs.

"Last year I missed out on first place by 1 centimetre! I hope to do better this year, and earn myself a laurel wreath on the registration number on my t-shirt."

To qualify for the Australian championships, one must have a speed of 51.5 seconds for 800 metres. Paul, who is known as 'Hyper' to his fellow workers, has no trouble with this speed and says that he should do well, so long as he doesn't get run over by a truck.

"It's an all-year effort," he says.

"I run until 7.30 every night after work, summer and winter, as well as racing and going on cross country runs on the weekend. Sometimes I wonder how I get up in the morning."

Paul has been running since he was five. He has come a long way since his days in Little Athletics, running 100 kilometres a week in winter for training, and shorter distances at a higher speed in summer. The strain of the speed running helps him prepare for competition.

"I am an all-round sports fanatic, but I only have time

to really dedicate myself to running," says Paul.

"You've got to use common sense when you're putting your body under this much strain. I wear specially designed racing shoes, which are lighter than joggers and support the feet better, I do stretching exercises to prepare my muscles, and take every precaution to keep warm in winter months. It gets very cold where I live in Ballarat."

There are hazards for runners, including strained muscles and exhaustion. Paul remembers running himself into the ground during one race to such an extent that he took an hour to get up and walk 30 metres to his car afterwards. It's also a costly sport, requiring funds for entry fees and travel expenses.

"It's a hard life, sometimes," says Paul.

Then why does he do it?

"It makes me feel good. Running clears my head. I'm very dedicated and competitive. Besides, I enjoy it so much that I can't walk down the street any more. I have to run!" he says.

For the future, Paul wants to qualify to represent Victoria when he competes in the Victorian championships in a month. His main aim, however, is to compete in the World Cup in Rome. Only three Australians will be chosen from this year's championships, in which there will be 15 to 20 entrants. He will also have to reach a speed of 1.46 minutes over 800 metres to qualify.

Other track and field events are being held in Sydney at the same time as the running championships. Paul's wife, Sharon, is a veteran of 20-kilometre walks and will be competing in the Australian walking championships.



Paul Schnyder in full stride.



# Women keep swimming title

State Bank's women swimmers have retained their championship title and four State Bankers will represent Victoria in the forthcoming inter-state swimming carnival.

State Bank won the cup again for the women's aggregate at the inter-bank swimming carnival at Richmond pool on February 27 where seven banks competed.

State Bank also won the women's 4 by 50-metre freestyle and the women's 4 by 50-metre medley relays.

State Bank's freestyle relay victory was the 26th in the past 36 carnivals.

Commonwealth won the carnival with 190 points, followed by Westpac 183, State Bank 179, ANZ 177, NAB 112, Reserve Bank 31 and Hong Kong Bank 6.

## Four in Vic team for Adelaide

The four State Bank swimmers to compete in Adelaide on March 14.



Joanne Gardiner



Karen Buckle



Andrew Hicks



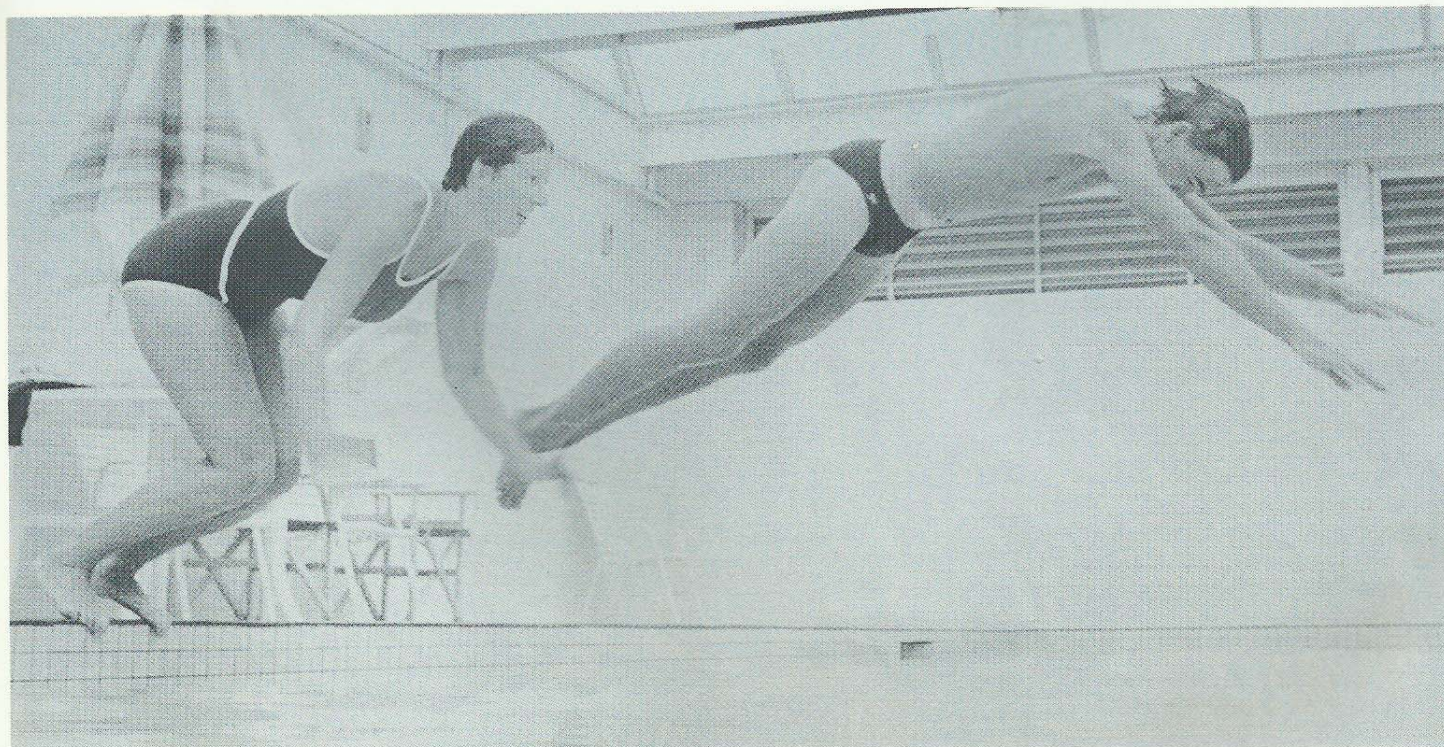
Ann O'Leary

Competing at Richmond were:

- Ann O'Leary, Bank Cards; Karen Buckle, Bentleigh; Joanne Gardiner, Ringwood; Sharon Franklin, Northcote Plaza; Lisa Micallef, Chirnside Park; Patricia McKew, Merlynston; Elspeth Fuller, reconciliation section; Andrew Hicks, loan accounts; Danny Meisels, marketing; Darren McGrath, Ringwood East; Drew Kimpton, Glenroy; Craig Saville, Collins Street; Wade McNabb, Glenroy; David Collins, Manifold.

The winners were:

- Karen Buckle, 50-metres freestyle-first; 50-metres breaststroke-first; 50 metres butterfly-second
- Ann O'Leary, 50-metres backstroke-first
- Joanne Gardiner, 100-metres freestyle-first
- Sharon Franklin, novice 50-metres freestyle-second
- Andrew Hicks, 100-metres freestyle-second
- Craig Saville, novice 50-metres freestyle - first; novice 50-metres backstroke-third
- Darren McGrath, novice 50-metres freestyle-second
- Women's 4 by 50-metres freestyle relay, Ann O'Leary, Karen Buckle, Joanne Gardiner and Sharon Franklin-first
- Women's 4 by 50-metres medley relay, Ann O'Leary, Elspeth Fuller, Karen Buckle and Joanne Gardiner-first



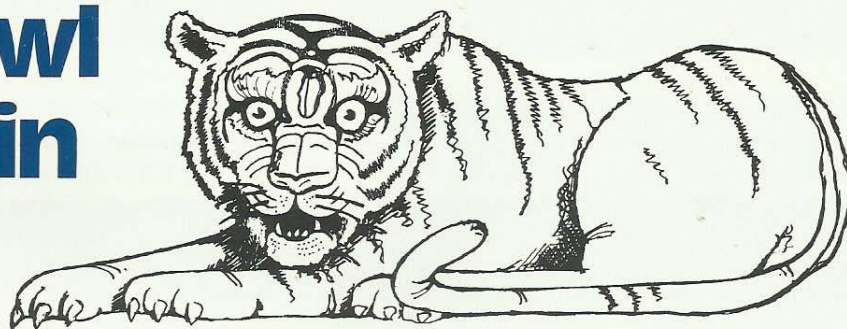
Ann O'Leary and Andrew Hicks - picked for the Victorian squad.





State Bank Swimmers: David Collins, Danny Meisels, Elspeth Fuller, Peter Digby, Sharon Franklin, Ann O'Leary, Darren McGrath, Lisa Micallef, Drew Kimpton, Karen Buckle, Wade McNabb, Andrew Hicks, Craig Saville, Melissa Hutchinson, Cindy Hutchinson and Patricia McKew.

## Tigers on the prowl again



State Bank will field three teams in the Victorian Amateur Football Association this season.

As well as the seniors and reserves in E-grade, the Tigers plan to have a team in the newly-formed G and H-grades.

Club secretary Bernie Cooney says the new

competition in the VAFA will have more than 24 teams in the two grades.

"We decided to enter a team in the new grade," he says.

"At this stage we think we can do it. It's open to any club to enter a team."

Peter Wabbis is coach of the H-grade team.

Ken Bremner has been a re-

appointed senior coach of the Tigers.

Tony Bull has been re-appointed assistant coach and Roland Rogotowicz re-appointed reserves coach.

The Tigers had an intra-club practice game on March 1 and a practice game against Balaclava on March 5 which they narrowly lost.

The E-grade draw is: April 4 West Brunswick v State Bank; April 11 State Bank v Old Essendon; April 25 St Bedes v State Bank; May 2 State Bank v University High School Old Boys; May 9 Brunswick v State Bank; May 16 State Bank v Clayton; May 23 Old Geelong v State Bank; May 30 State Bank v Peninsula Old Boys; June 13 Power House v State Bank; June 20 State Bank v West Brunswick; June 27 Old Essendon v State Bank; July 4 State Bank v St Bedes; July 11 University High School Old Boys v State Bank; July 18 State Bank v Brunswick; July 25 Clayton v State Bank; August 1 State Bank v Old Geelong; August 8 Peninsula Old Boys v State Bank; August 15 State Bank v Power House; finals August 22 and 29, September 5.





Lesley Harrison, our new rehabilitation officer.

## Our new health worker

Since occupational health and safety moved most of its operations to Queen Street, Melbourne, an increase in space, services and personnel has benefited our staff.

One addition to the occupational health team is Lesley Harrison, a rehabilitation officer.

Lesley, 31, will be working with rehabilitation co-ordinator Norm Morris in designing programmes for easing people back into the work-force after physical or emotional illness.

Stress management, relaxation training, rehabilitation counselling and pain management will also be among Lesley's projects.

"I'm happy to discuss rehabilitation with anyone who needs assistance," says Lesley.

"Working with the Bank gives me an excellent overview of a specific occupation, which is very rewarding."

Before joining our Bank, Lesley worked in psychiatry and mental health. She trained in occupational therapy at Lincoln Institute, and was recently a mental health occupational therapist at Melton Community Health Centre. She also has a background in nursing.

Lesley may be contacted at the occupational health and safety centre at Queen Street on (03) 62 3334.



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