

State Bank  Victoria

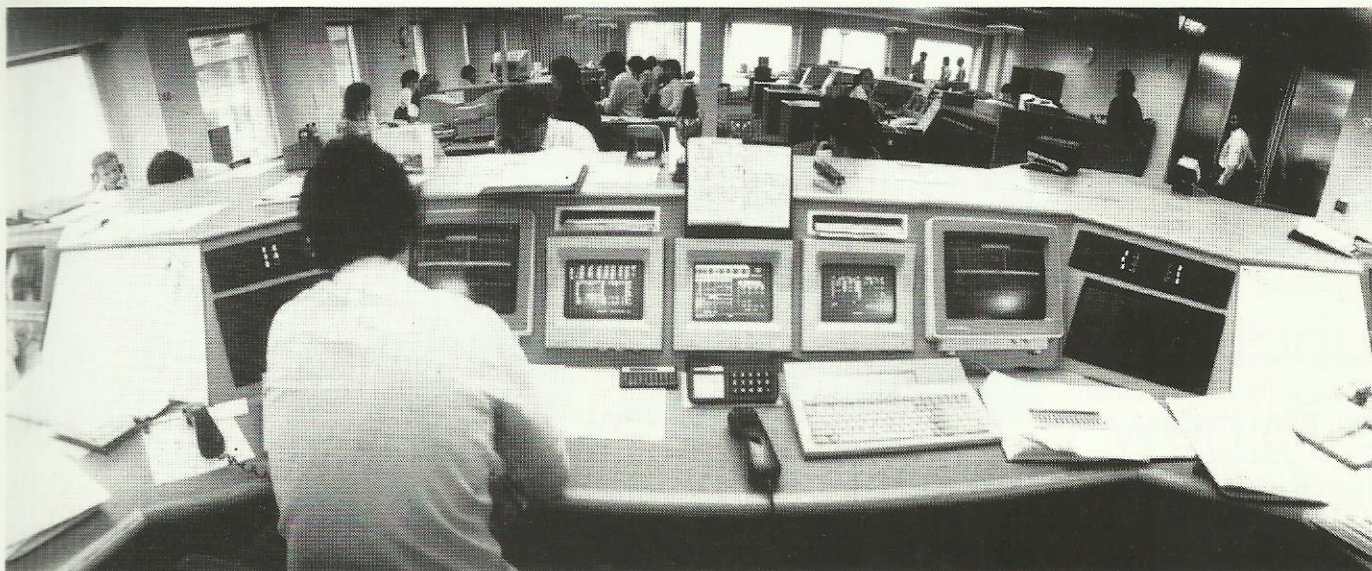
Our Bank

Happy Christmas

December 1987



SBV opens high tech dealing room



A two-dealer console which supplies up-to-the-minute data for instant decisions

State Bank Victoria now has the most advanced and sophisticated 'high tech' domestic treasury and international dealing room in the Asia-Pacific region.

The dealing room, on Level 12 at head office, was opened to the media on December 14.

Similar dealing rooms are to be installed in Tokyo and Hong Kong. The multi-million dollar system supplies the Bank's dealers with comprehensive, up-to-the minute economic and financial information from around the world for well-informed, split-second dealing decisions. "This advance in the Bank's dealing capacity

represents our 'coming of age' as a major player in the world's money markets," says Chief Executive, Bill Moyle.

"In less than two years, the Bank's treasury dealing capacity has increased nearly five-fold from about 2,500 transactions a month to more than 12,500 a month.

"At the same time, international foreign exchange and money market transactions have jumped from fewer than 100 a month to nearly 2,000.

"Transaction volumes are expected to grow rapidly as we increase our market share and develop new commercial banking products in the

next few years.

"This expected development will ensure our \$5 million investment in the new system will pay for itself in less than two years.

"Of course, the success of the system depends on the calibre of staff using it, and during the last two years we have been recruiting exceptional dealing talent within Australia and from overseas.

"Together, State Bank Victoria will be able to provide the best possible dealing service to our customers," says Mr Moyle.

The dealing room is a multi-system information and database which

supplies up to 80 dealers with economic and financial information through video screens, phone, personal and mainframe computers.

Using the state-of-the-art Reuter Triarch integrated treasury network and Telecom's high density electronic telephone system, the dealing room has instant world-wide communications on up to 150 lines.

Five screens supply data to every two dealers who can use keyboards to access information and store specific details for their specialist dealing operations.

The system can be expanded for more than 100 dealers. ▼

Separation of training and development functions puts new focus on career planning

The staff development unit headed by John Wilson has been separated from training section to focus on specialised career guidance for people aiming for senior management jobs.

The unit, which manages graduate careers, CORP and the Executive Development Scheme (EDS), will help people plan their career development through external training, further education and special work experience.



From left: Aldona Van Wissen, Marita O'Leary, Marianna Saladino, Phil Smith, Belinda King, and John Wilson

The career development needs of individuals will be identified from appraisals.

John's team, which comprises **Phil Smith, Aldona Van Wissen, Marianna Saladino, Belinda King and Marita O'Leary**, will also give general career guidance counselling.

"We plan to encourage self-growth and development by creating a supportive environment," says John.

"It's important for people to understand their careers and well-being are of great concern to us.

"Individual development is as important to the Bank's future as it is for the person concerned."

John says his team not only aims at giving State Bankers more input and feedback on their careers but also at integrating the needs and objectives of the Bank in the process of career development.

"The restructure of the Bank's divisions now offers people very clear career choices.

"These are retail banking, corporate and international banking, treasury or management services.

"For example, after initial experience in branches a person might start thinking about specialising in some other area of banking which requires specific

training.

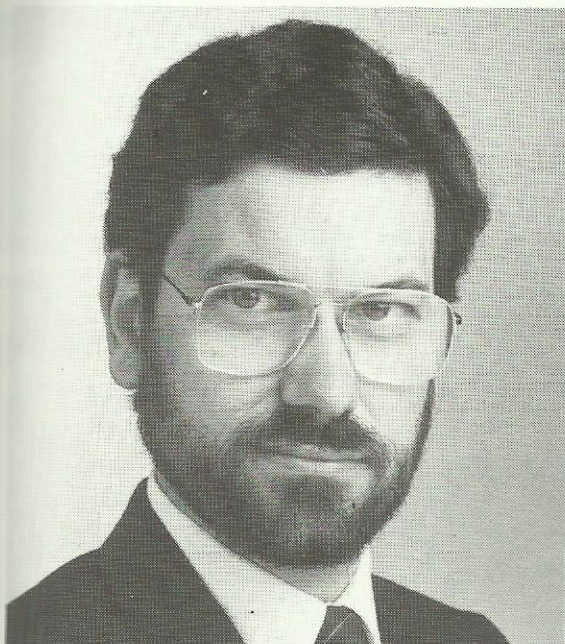
"After considering the person's basic skills and the Bank's specific needs, our approach might be, 'Great. Go for it.'

"We'll then discuss it with the person and plan how they can achieve their goal.

"It might mean starting with some study in an area where specialised knowledge is needed or it could mean applying for a position and learning on-the-job while attending an external course.

"There are some exciting career choices in the Bank and we aim to make sure people know about them so they can realise their ambitions." ▼

IMF economist joins SBV for specialist role



David Nellor

David Nellor has joined economics department as deputy to chief economist **Peter Smith**.

David, 32, has a PhD in economics and will be working closely with Peter.

He has had extensive overseas experience and has worked at the Federal Treasury in Canberra as well as Monash University.

For the past five years, David worked as an economist for the International Monetary Fund in Washington DC where he held discussions with IMF member countries

and international banks on a broad range of economic issues.

While doing work toward his PhD, he worked as an assistant to Professor **James Buchanan** who won the Nobel Prize in Economics last year.

Since 1981, David has published many articles on issues raised in the tax system, economic development and the Australian economy.

His areas of responsibilities in the Bank's economics department will include money market developments, forecasting and Bank economic publications.

Marketing chief named Dux after completing business administration course

It's been a busy year for marketing department's chief, **Terry Atkinson**.

Terry, who has an economics degree from La Trobe University this year, went back to being a full-time student at Melbourne University's Graduate School of Management.

Terry, 33, completed his Master of Business Administration degree and on December 8, he was named equal top student for the year.

At the university's Coles Theatre, Terry received from the director, Prof. **John Rose**, the John Clemenger Memorial Prize for the best final year student, the Spencer Stuart prize in organisation theory and the CUB award of distinction.

Terry joined the Bank in 1978.

He also has a diploma in education, is an associate of the Australian Institute of Bankers, a member of Melbourne University Business School Association and a

member of the Economic History Society.

The Clemenger Prize is a highly sought after and prestigious award. Terry has joined a select group— former best final year students include:

- **Ron Cullen** (1968) former chief executive of Capel Court

- **John Dahlsen** (1969) a director of the Bell Group

- **Chris Thomas** (1976) a director of Egon Zehnder

- **Geoff Allan** (1983) executive secretary of the Business Council of Australia.

Says Terry: "The MBA degree is *the* best academic preparation for general management available in Australia.

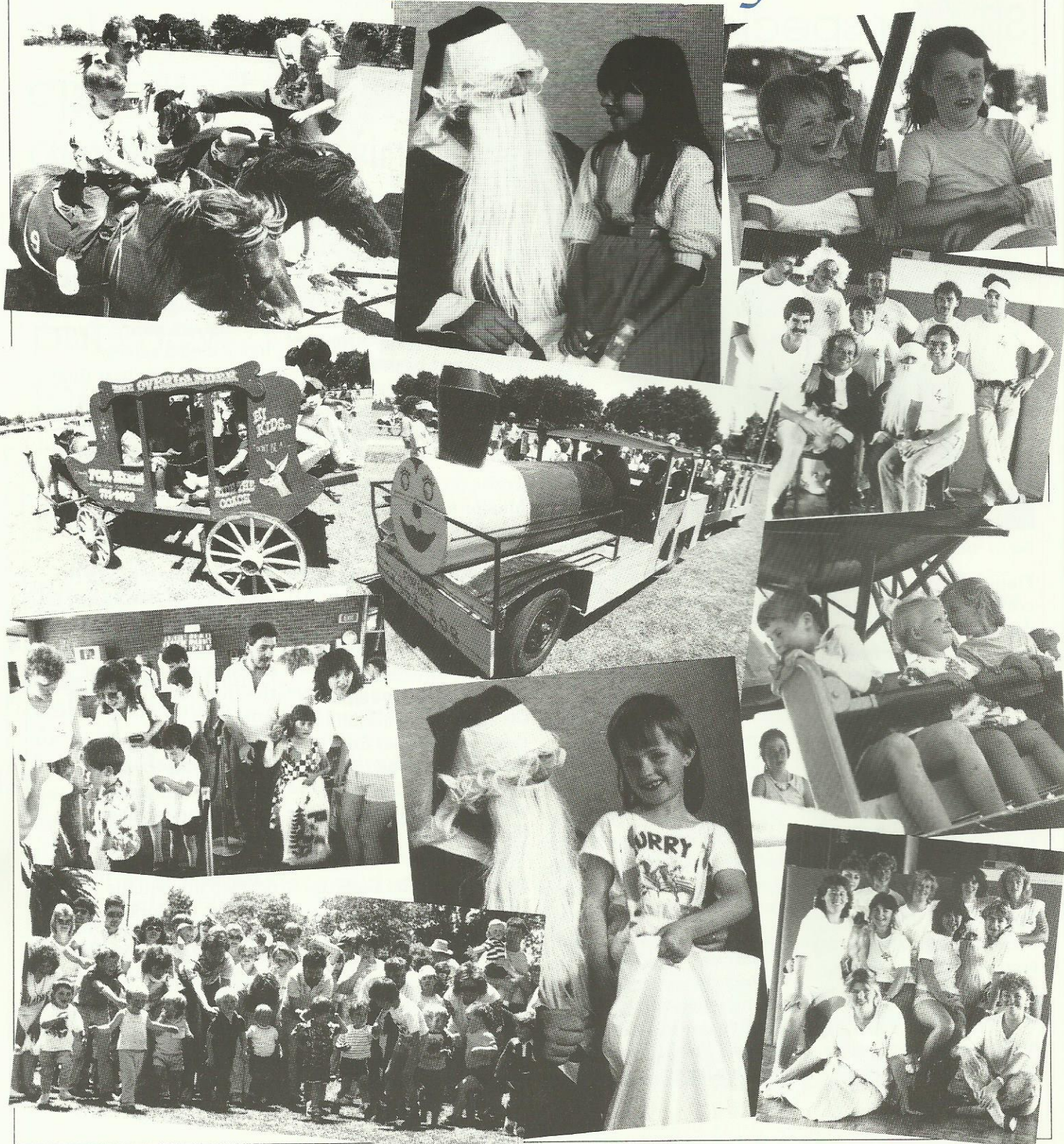
"I believe the skills you develop are equally relevant to marketing, branch banking or corporate and treasury management."

He has one observation on returning to work:

"It's hard to get used to wearing a tie again!" ▼

News Roundup

Scenes from the '87 Christmas Party



News Roundup

More than 1000 children and their parents enjoyed the staff family Christmas party, organised by the social club, at Albert Park on November 29.

Attractions included a merry-go-round, inflatable castle, ferris wheel, races and Lawrence the Magician – but of course the biggest attraction was Father Christmas, played by **Trevor Walters** and **Con Roks**.

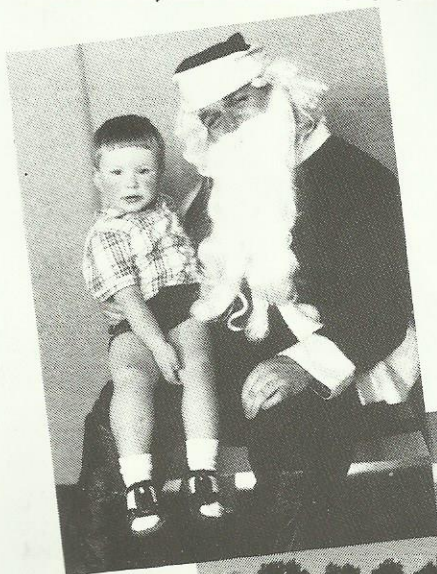
Social club secretary **Peter Wynd** says 1500 drinks and 1300 ice creams were consumed on the day and \$12,000 worth of gifts given out by Father Christmas.

As well, 350 presents were sent to our regional offices for the regions' Christmas parties.

"It was a good day," says Peter.

"This year there were 1020 kids. Last year there were 700."

Our cover shows Father Christmas (Trevor Walters, Social Club) and friend at the Christmas party.



Kath Walton (left) and **Margaret Mallinson** were among 300 retired officers who attended Christmas luncheons hosted by chief executive **Bill Moyle** at State Bank Centre on December 1 and 2.

Kath started with the Bank in 1924 in the building department and later worked as secretary to chief inspector **H.E. Williams**.

Margaret's husband, **Jack**, who retired five years ago after 45 years with the Bank, is the immediate past president of the Retired Officers' Club.



People



Orchestral strings: from Twinkle Twinkle Little Star to the immortal 1812 Overture Brian has played them all

Brian Brand has played the violin since 1938, when he was five.

Now 54, and manager of Waverley Gardens branch, Brian comes from a musical background, especially his mother's side where everyone played an instrument or could sing. An aunt played the violin and inspired him to learn and keep up the family tradition.

Brian has played for television and radio and in many orchestras including the Melbourne Symphony Orchestra and the Zelman Memorial Orchestra, performing, in front of massive audiences, such grand and memorable music as Tchaikovsky's 1812 Overture at the Myer Music Bowl to help the Freedom from Hunger Campaign.

"It was incredible," he says.

"My first teacher was Mr (E.M.) Bennett who taught violin, piano and singing.

"There was not much choice when it came to teachers in the country town of Nhill whose population was about 2000."

Brian remembers his first violin lesson as it though it were yesterday.

He had a second-hand, half-size violin which cost £5.



"The first note I attempted to play was terrible, but with practice and time, I gradually learnt to play Twinkle Twinkle Little Star," he says.

In World War 2, Brian and five other youths performed in concerts over the countryside to raise money for Red Cross and war efforts, travelling through Broughton, Yanac, Miram and Lorquon."

Brian moved to Melbourne in 1952.

"I attended concerts to hear music I had never heard before," he says.

"Mr J.B. North was recommended to me as a good teacher. He had a studio at Glenns Music Store, now Katies, in Collins Street."

As it happened, Brian had five wonderful years as a student of Mr North. As part of his training, it was that he join an orchestra, in particular, South Melbourne Symphony Orchestra, which had a high standard and was conducted by **Paul McDermot**.

It is this orchestra that Brian plays with today.

It has 48 musicians whose ages range from 15 to 65.

Brian says the great thing about playing music is the people one meets.

They come from all walks of life, doctors, dentists, plumbers, engineers, professors and students. Many go on to become celebrities.

The orchestra rehearses once a week and Brian practises at least 60 minutes a day.

"It's a lot of fun, but basically very hard work," he says.

"My wish is that one day I would like to play in an orchestra of 100 or more at the Sydney Opera House.

"Who knows what it may lead to?"

Your Page

Xmas wishes to staff from CEO

At this time of the year, we traditionally reflect on the year gone and what the year ahead will bring.

It has, in many ways, been a hard year, but an exciting and rewarding year in which much was achieved with the efforts of all of you.

I want you to know that your efforts are appreciated.

Christmas is a time of happiness and on behalf of the Board and executives of State Bank Victoria, I wish you all a merry Christmas and a successful, fulfilling new year.

Bill Moyle, Chief Executive Officer

Twilight night fund-raising boosts school funds with a little help from the SBV

Thank you for your donation to aid our twilight night held on November 20.

Your very generous support for our school and our twilight night is gratefully acknowledged. All donors will also be acknowledged in the school newsletter which goes to every family.

May I again thank you for your community service.

You will be pleased to know that the evening was a great success and the funds raised have been allocated to 1988 programmes such as the library, computer education and so on.

We look forward to your continued friendship in 1988 and beyond.
Season's greetings.

Michael J. Halls
*Assistant secretary
Keilor Park Primary
School Parents' Club*

Bank's generous support

On behalf of the Parents' and Friends' Association of Our Lady of Victories School, Camberwell, I would like to thank you for your generous support of our school.

The funds raised have not as yet been distributed but will be used to purchase much needed equipment for the school.

Thank you once again for your assistance.

Mrs Anne Krupa
*Vice-president
Parents' and
Friends' Association*

Thanks from Upwey

Thank you very much for your contribution to our school fete.

Our grade ran a lucky dip and made up some showbags.

We raised over \$500 on these two stalls.

The money that was raised is going towards the purchase of musical equipment for the school.

Thank you for your help.

*Grade 5/6C
Upwey South Primary School*

Stop press

Does anyone know the whereabouts of our camera?

It has not returned since it was lent in November.

If you have it, please return it to corporate communications section, marketing department.