

progress



THE STAFF MAGAZINE OF THE
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progress

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Cover

Perhaps spring does not reveal the same dramatic changes in Australia as it does in northern countries where the landscape is blanketed by snow during the winter months. But even if we are past the stage where our fancies turn lightly to love, spring does bring a feeling of rejuvenation, an anticipation of the summer days to come. Adrian Wortel of Southdown Press was the artist.

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As chairman of the North Gippsland Legacy Group, Kevin Kerr directs the distribution of free firewood to widows of deceased servicemen.

*a country branch
manager is:*

all things to

OUR journey was along the Princes Highway, deep into the heart of Gippsland, flanked by such lush green paddocks that it seemed incredible that only a couple of months ago this parched countryside had testified to the worst drought in Victoria's history.

Heyfield was our destination, and the purpose of our journey was to record pictorially a phase of the Bank's history.

Heyfield was one of those stop-gap, one-man branches which were rushed into existence in 1956 when the entry of the private banks into the savings field threatened to take away our depositors in the small towns where the private banks had acted as our agents.

It was a quiet Wednesday morning when we arrived, but to our surprise we had to park well past the bank.

The edge of the main street was blocked for a considerable distance by a line of trucks piled high with firewood.

As we walked back towards the branch, we saw a group of men gathered around our Heyfield manager, Mr. Kevin Kerr. We stood aside, trying to understand the little drama being enacted on the footpath.

Kevin had a sheet of paper in his hand, which he consulted frequently as he issued instructions to his companions.

After everyone but Kevin had dispersed to the trucks, we made ourselves known.

"What was that about?" we asked.

"Legacy," Kevin replied. "Today we are distributing firewood to the widows of deceased servicemen."

We found then that we had a different story from the one we had set out to write; perhaps it would be better to say an additional story. Because in the next couple of hours we gained an insight to a life we have never experienced ourselves, the life of a bank manager in a small town.



Mrs. Kerr holds regular morning coffee parties to help Kyndalyn, a centre at Maffra for mentally retarded children.

all men

It is a story which no doubt could be multiplied by as many small towns as we have country branches. In that sense, this is not particularly Kevin Kerr's story, rather it is a glimpse of a life that might one day be yours if you elect to become a country manager.

First, an explanation of Kevin Kerr's involvement in Legacy. The district all around Heyfield, stretching to Sale, is honeycombed with soldier settlement properties. Veterans of the first world war were settled here, and more properties were made available to the young men who went to war again twenty or so years later.

Many of the first world war veterans have died, leaving widows; and quite a number of the men who returned from the 1939-45 war have followed them, leaving both widows and young children.

Kevin Kerr has a particular sympathy with these families. His own father was a soldier settler, and Kevin was born on his father's property at Tinamba, about five miles west of Maffra. His mother is now a widow. Kevin himself is a returned man, having served abroad with the R.A.A.F.

With this background, it is perhaps not surprising that he is chairman of the North Gippsland Legacy Group, which includes the towns of

Maffra, Yarram, Sale, Stratford and Rosedale as well as Heyfield. Our manager at Sale, Mr. Merv. Featonby, is another Legatee, the name given to the people who work for Legacy.

Predictably, such an area is also an R.S.L. stronghold. So much so that there are 130 members of the Heyfield sub-branch and the club-rooms are in one of the most impressive buildings in the town.

Kevin Kerr is, and has been for six years, secretary of the Heyfield sub-branch, and you can readily appreciate how much work such a position must involve.

If you have a direct-giving scheme at your church, you can also realise the volume of work involved in counting the contents of the envelopes and making the necessary book entries. Direct-giving has penetrated to Heyfield, and Kevin sets aside every Sunday morning to "making up the books" at his local church.

Somehow he also finds time to be senior vice-president of the Heyfield District School Sports Association, and an executive officer of the Heyfield Chamber of Commerce.

Even though we were in Heyfield for only a few hours, we could not fail to notice what a friendly town it is. Jack is as good as his master and it is Christian name terms all round. Kevin told us:

"Everybody is welcome at everybody else's home, whether he is a professional man or a worker in the sawmills."

There are eight large sawmills in Heyfield, which is the biggest processing centre of first quality hardwood in Victoria. The mills employ 300 people and process 25 million super feet of logs a year.

With their families, the mill workers make up more than half the town's population, and naturally, more than half of the accounts at our branch. Kevin is on the friendliest of terms with the mill workers, not all of whom have had the best of education.

One of the workers calls with a brace of rabbits whenever he wants Kevin's help with the composition of a letter or the completion of his income tax return.

A country manager's wife is also very much involved in the life of the local community. Kevin met his wife Joan when he was on leave from his initial air force training, and they are now the parents of five children.

The bank residence in Heyfield is an attractive, modern home, situated a few hundred yards from the branch, commanding views of the Southern Alps. It is a venue of regular "coffee parties" organised by Mrs. Kerr to help Kyndalyn, the mentally retarded children's centre at Maffra.

For several years Kyndalyn has received equipment from the Underprivileged Children's Christmas Appeal so ably conducted by Mr. Noel Baragawanath.

We asked Kevin Kerr and his wife whether they regarded this community involvement as an unwarranted extension of their hours of work. They answered:

"No, we don't look on it in that way at all. In a small town like this everyone pitches in to help everyone else. If we had some other job in Heyfield, we would still feel it was our duty to take part in community activities. We make wonderful friends by joining in the life of the town and our children also benefit because so many amenities for them, such as sporting arenas, are made possible by community effort.

"It does help business at the Bank for us to be

in these things, but that is incidental and not the reason for our activities.

"A small town does not offer the choice of entertainment available in the big city, and if you kept to yourself in a place like this, you would not have much fun."

That the Kerrs and their children do have a lot of fun was patently clear. Indeed this applied to everyone we met in Heyfield. A stroll around the town with Kevin brought greetings from everyone we passed, and we could not help marking the contrast with the bustling anonymity of a walk along a city street.

Kevin's staff, too, had this same air of enjoying life. His right-hand man is, in fact, a girl, lovely Maria Konieczny, who has been with him for 4½ years and was one of the first girl tellers in the country. Maria was Heyfield's entrant in the Miss Australia Quest and she has won innumerable Belle of the Ball competitions. Her latest win was a most appropriate one. She was crowned Princess of the Ball at the "switch-on" celebrations when electricity was extended to Glenmaggie with the help of Bank finance.

Maria is also active in community work and this year received a Rotary Youth Leadership Award for her work as a Cub Mistress.

The back office workers at Heyfield are Barry Bates who plays cricket with Rosedale 1st XI, and is never happier than when he is tuning up a motor car; and Ian O'Connor who is devoting all his spare time to studying five matriculation subjects by correspondence.

It is much too late now for us to contemplate taking on country life, but from what we saw in Heyfield any young family deciding to go bush will find plenty of compensations for the city activities left behind.

"One with the boys at the local" — a good way to keep up with the talk of the town.

Kevin Kerr is a strong believer in the value of personal loans as a means to retain existing accounts and gain new business. Here he arranges a loan for one of the timber mill workers who make up more than half the population of Heyfield.

The staff in their new quarters. From left: Barry Bates, Ian O'Connor and Maria Konieczny.





A BANKING ANTHOLOGY

A recent issue of the American banks' public relations and marketing journal included an eight-page anthology of references to banking in literature through the ages. We haven't space for the entire collection, but we think you will enjoy the following lighter extracts:

Here is Charles Dickens, writing about the banking house of Tellson in "Tale of Two Cities":

Tellson's Bank by Temple Bar was an old-fashioned place, even in the year one thousand seven hundred and eighty. It was very small, very dark, very ugly, very incommodious. It was an old-fashioned place, moreover, in the moral attribute that the partners in the House were proud of its smallness, proud of its darkness, proud of its ugliness, proud of its incommodiousness. They were even boastful of its eminence in those particulars, and were fired by an express conviction that, if it were less objectionable, it would be less respectable. . . .

Thus it had come to pass that Tellson's was the triumphant perfection of inconvenience. After bursting open a door of idiotic obstinacy with a weak rattle in its throat, you fell into Tellson's down two steps, and came to your senses in a miserable little shop, with two little counters, where the oldest of men made your cheque shake as if the wind rustled it, while they examined the signature by the dingiest of windows, which were always under a shower-bath of mud from Fleet Street, and which were made the dingier by their own iron bars proper, and the heavy shadow of Temple Bar. If your business necessitated your seeing "the House", you were put into a species of Condemned Hold at the back, where you meditated on a mis-spent life, until the House came with

its hands in its pockets, and you could hardly blink at it in the dismal twilight. Your money came out of, or went into, wormy old wooden drawers, particles of which flew up your nose and down your throat when they were opened and shut. . . .

Cramped in all kinds of dim cupboards and hutches at Tellson's, the oldest of men carried on the business gravely. When they took a young man into Tellson's London house, they hid him somewhere till he was old. They kept him in a dark place, like a cheese, until he had the full Tellson flavour and blue-mould upon him. Then only was he permitted to be seen, spectacularly poring over large books, and casting his breeches and gaiters into the general weight of the establishment.

Across the years (and the Atlantic) to Robert Benchley. This extract is from "Chips Off The Old Benchley":

What is needed most in the personal relations between a bank and its depositors is a sense of fun. If I, in a happy-go-lucky vein, happened to sign a check "Peter Rabbit" (as I did once, in a playful mood), the bank ought to know that I wasn't trying to forge Peter Rabbit's name. And, if the amount of the check doesn't happen to be in my account at that particular moment, they should cash it in the spirit that it was written, and perhaps drop me a kidding line in return, saying:

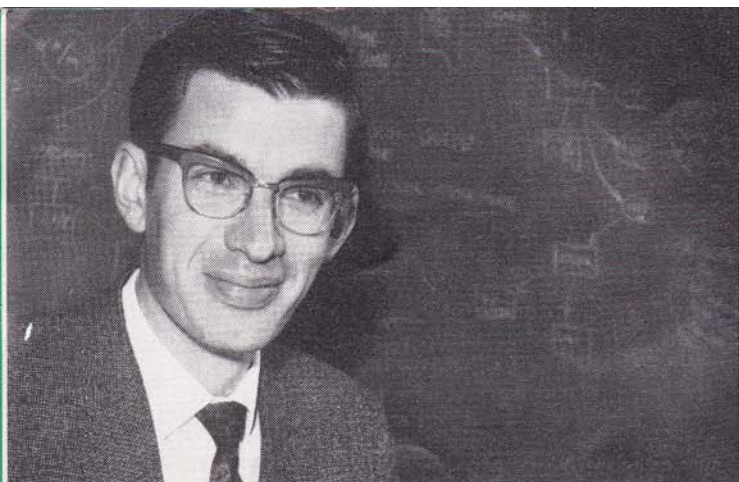
Dear Peter Rabbit: Your check received and was sure glad to get it. We know that it was yours by the handwriting and only wish we had been there that night to see the fun. Drop in whenever you are in the neighbourhood and add perhaps twenty-eight dollars and fifty cents to your account, just to make the thing legal. Yours for fun — The Molly Cottontail Trust Company.

And an excerpt from Ogden Nash's "Bankers Are Just Like Anybody Else, Except Richer":

This is a song to celebrate banks,
Because they are full of money and you go into them
and all you hear is clinks and clanks,
Or maybe a sound like the wind in the trees on the hills,
Which is the rustling of the thousand dollar bills.
Most bankers dwell in marble halls,
Which they get to dwell in because they encourage
deposits and discourage withdrawals.
And particularly because they all observe one rule
which woe betides the banker who fails to heed it,
Which is you must never lend any money to anybody
unless they don't need it.

Finally, on a slightly more sober note, we like this summary of banking and bankers, written by Basil Boothroyd, once a banker himself, but now on the editorial staff of "Punch" magazine:

I'm coming round, you see, to being rather on the side of banks. Their preoccupation with money tends to be irritating, of course; but then, it just happens to be a subject that bores me, except at the times when I haven't got any. However, they have a lot of good points, including standards of service which much of industry and commerce has abandoned. If you write to your bank it writes back; if you want something urgently done it accepts the infection of your urgency and does it; its manager, on the whole, is almost ludicrously like the advertised image of him in wisdom and calm and reasonable liberality of outlook; it announces its identity on the telephone; its clocks are right, its calendars duly changed, its staff—as far as we can judge—adequately washed, barbered and (according to sex) coiffured. And, to take the completely objective view, its salaries are regular and reliable.



The return of "Account Number Series" compiled at branches last April is being used by the Planning Section to determine the best method of applying check digit numbers to cheque and savings accounts in future years. What is a "check digit" and how is it calculated? Using information kindly prepared by programmer/analyst Ewen J. Nicholls, we have endeavoured to provide the answer—in the language of the layman.

Samuel Johnson, who had something to say about most things, declared that round numbers are always false; which suggests that if computers had existed in his day, Johnson would have thoroughly approved of the rather odd numbering system that is an important part of a computer's operations.

At least it seems odd at first glance. If you are reading this at a branch, have a look at a batch of unissued Christmas Club books. You will find that the account numbers run in a sequence like this: 54021712, 54021720, 54021739, 54021747, 54021755, 54021763, 54021771, 54021798.

The sequence does not seem to have any rhyme or reason, until you disregard the last figure (or digit, to use the jargon of the mathematical brethren). It then becomes apparent that the numbers run consecutively, with one exception, to which we will refer later.

What, then, is the purpose of the final figure?

It is, in fact, a check digit, and its purpose is to assure the computer programme that it is dealing with the correct account number. For our purposes, the check digit is a single digit, that is, it must be from 0 to 9.

A computer finds it easier to refer to a number

THOSE

rather than a name. It does not, therefore, check on the name to see that Mrs. Jones gets credit for the coupons from her Christmas Club book, but Mrs. Jones would certainly have plenty to say if the cheque she received in December did not agree with the total amount she had deposited during the year.

To avoid such a misfortune, and to ensure that its posting is to a valid account number, the computer always examines the complete number, including the check digit.

We cannot give you a better testimony to the accuracy of this self-checking system than to record that so far the computer has not posted a single one of the millions of Christmas Club coupons to an incorrect account number.

You might wonder how a single digit can provide such an effective check on a long sequence of figures. As our check digit must be a figure between 0 and 9, you might well say that surely thousands of Christmas Club members must have the same check digit.

They do, indeed. The point is, however, that the check digit has a unique relationship to the figures which precede it. The main purpose of this article is to explain the nature of that relationship.

In doing so, we are going to use as an example, not a Christmas Club account number, but something of more personal interest, a staff record number.

It was a happy day for tellers and posters of office account transactions when the computer took over the calculation of staff salaries. In the old days, the teller received written advice that an officer at his branch, let's call him Ted Smith, had received an increase in salary. The teller then had to calculate Ted's new fortnightly salary, taking into account his additional provident fund contribution and his increased income tax deduction.

Now we leave all that to the computer, but it is just as important to Ted that the computer makes the adjustments to his salary and not somebody else's, as it is to Mrs. Jones that she receives the correct amount in her Christmas Club cheque.

To ensure that salary adjustments are credited to the officer concerned, all S.R. numbers have a check digit.

Let us suppose that Ted's S.R. number is 1060902.

The figure 1 indicates that Ted is a serving male officer. S.R. numbers for female officers begin with the figure 4, and for annuitants with the figure 8.

The next four figures in Ted's S.R. number—0609—were allotted to him when the S.R. numbers were first used.

PECULIAR NUMBERS

The next figure is a zero, and this is normal. If an exception occurs it indicates that the officer was appointed other than as a junior.

The figures we have mentioned so far—106090—comprise what is called Ted's basic reference number.

To this has to be added the check digit to ensure that the computer will always recognise the basic number as belonging to Ted and not to anyone else.

To determine the check digit which has a unique relationship to Ted's basic number, each figure in the number is first multiplied by what is called a "weight". In this case, the weight used is 2 and the powers of two; in other words, each multiplier is double the previous one.

Here is how it works out:

S.R. No.:	1	0	6	0	9	0
Multiplied by Powers of 2:	64	32	16	8	4	2

Equals:	64	0	96	0	36	0
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The numbers in the third line of that calculation are then added together, to give what is called "the sum of the products." Thus:

$$64 + 0 + 96 + 0 + 36 + 0 = 196.$$

This sum of the products is then divided by 11.

Why 11?

To answer that question fully is beyond the scope of this article, because it would involve a lesson in mathematics which your teenage son or daughter or possibly your younger brother or sister may be studying at school. If you are sufficiently interested, you might consult a school age relative for a detailed explanation.

Will you accept our word that using 11 as a divisor gives a fine standard of accuracy, as we suggested above when we quoted the computer's accuracy with Christmas Club coupons?

So we divide 196 by 11. The answer is 17, with a remainder of 9. The difference between that remainder of 9 and the divisor of 11 is 2. And 2 is the check digit which was added to Ted Smith's S.R. number to make the complete number of 1060902.

What, in fact, has happened here is that check digit of 2 added to the sum of the products (196) gives a number (198) which is exactly divisible by 11.

And you will find that this is true of every S.R. number. Try it on your own.

It may occur to you that it would be possible to finish with a remainder of 1 when you divide the sum of the products by 11.

In that case, the difference between the remainder (1) and the divisor (11) would be 10. But, as we said above, for our purposes the check

digit is a single figure, that is it must be between 0 and 9. This means that a basic account number which produces a remainder of 1, is not used.

That is why, if you examine the sequence of Christmas Club account numbers listed near the beginning of this article, you will find a gap between the basic numbers 5402177 and 5402179. This is because the basic account number 5402178 yields a remainder of 1 under the method we have been describing, as you will see if you care to do the necessary calculations yourself.

We have made the point two or three times that the purpose of the check digit is to ensure posting accuracy of a fine degree.

We should add at this point, that to a computer the calculation needed to verify a check digit is so simple, that it is accomplished in 1/500th of a second.

Just how fine a degree of accuracy is achieved by the system we have described?

As we all know from the days when we posted from sheets, the most common error in quoting account numbers is transposition of figures.

The technique we have described above will detect 100% of both transposition and double transposition errors.

It will also detect 100% of transcription errors, and 90% of random errors.

We have discussed check digits as they apply to Christmas Club accounts and S.R. numbers. Our computer also handles mortgage loans statistics, and when it took over this responsibility in 1965, fresh account numbers, including a check digit, were allotted to all loans.

This number is associated with a loan for the rest of its days, and is used by all departments in the Bank which have dealings with the loan. Previously each department had a separate number for each loan.

The check digit for mortgage loans is calculated by using a divisor of 10 and not 11. This does not give quite the same fine degree of accuracy, although it is remarkably accurate, but it has the advantage of being able to use all basic account numbers, whereas as we have explained, the divisor of 11 makes some basic account numbers unusable.

Those peculiar numbers have not been easy to explain in simple language. We trust that our attempt has been reasonably successful, repeating, however, that we think the best way to achieve understanding is to try a few calculations for yourself on your S.R. number or your Christmas Club account number.

Tailpiece: A computer may work best with numbers, but to a depositor or customer the sweetest sound in the world is his own name.



For 29 years, the Bank has been awarding bursaries to enable student depositors to continue their education at Leaving and Matriculation levels. In that time, some 1,300 students have received \$150,000 in grants.

This year, for the first time, two Aboriginal students were awarded bursaries, Gary Murray of Glenroy High School, and Josephine Briggs of Shepparton High.

They have both done well at school so far. Josephine, who hopes to be a teacher, passed eight subjects at Intermediate, and Gary, who plans to be an accountant, passed seven.

They were invited to Head Office to receive their grants from Mr. W. L. Moss, our Chairman of Commissioners, and afterwards Mr. Moss accompanied them on a tour of Head Office Departments.

They are pictured here listening to Mr. George Pollard, officer in charge of Correspondence, while Pam Rose operates a magnetic tape typewriter, which reproduces type at 186 words a minute. Josephine was with her mother, Mrs. Nancy Briggs, and Gary with his father, Mr. John Murray.

Managers attending the conferences held regularly at Staff Training Centre are entertained at lunch on the final day by the General Manager, Mr. T. E. Hall, and the Assistant General Manager, Mr. D. Ross. Grouped around the G.M. and the A.G.M. in this photograph are (from left): Messrs. Pat McDonald, Jock Hay, Wally Hicks, Jim Hutcheson, Jack Watson, Bill Powney, Gordon Maplestone, Don McCallum, Laurie O'Leary, Wally Ironside, Lloyd Wood, Doug Birkett, Reg Oakley, Murray Bloomfield, Bill Pamphilon and Russ Zenner.





This Little Leaguer may not have achieved much of a result with his kick, but he earns full marks for effort. All Little League clubs gave an undertaking to field at least 100 different players this season, so that about 1,000 youngsters have worn the S.S.B. emblem in their games, played at the half-time interval of V.F.L. matches.

CAMERA

NEWSREEL



In selecting Miss Combined Banks at this year's Ball, the judges weighed good looks, personality and charm. Their choice was our representative, Miss Janice Cook. The good looks you can see for yourself. Her fellow officers at 45 Swanston Street can testify to the personality and charm.

Remember the article in the last issue of Progress about the role of London Office in winning accounts of English emigrants? Here's tangible evidence of how effective that role is — new accounts by the baker's dozen. Before they left England, Mr. and Mrs. Eric Florey and their eleven children made contact with London Office, and on the day after they arrived in Melbourne they called at Croydon branch to pick up their pass books. Manager, Mr. Charles Young (pictured at the end of the staff line) who thought the occasion was unusual enough to warrant an afternoon tea party, told us: "A nicer group of children you could not wish to meet."





SENIOR CITIZEN

Ashburton manager Mr. George Brown is the senior citizen of all our staff in length of service. On the 29th of this month, he will celebrate 50 years in the Bank. When he began work at Mordialloc in 1918, he was seven weeks short of his fifteenth birthday; he is due to retire on October 17th.

Mr. Brown recalls that his starting salary was just £40 a year, and with only two salary days a month, severe self discipline was needed to stretch one pay to the next.

Looking back over half a century in the Bank, he has one special piece of advice: "Go to the country for a few years, if it is possible."

When asked for the reason, he said: "Every Christmas my wife and I send out about 130 greeting cards. The great majority of them go to friends we made in country towns like Bairnsdale, Minyip and Sale. Country friendships are much closer than those you make in a big city and they last much longer."

The biggest change Mr. Brown has seen in 50 years? In his own words: "The attitude of the executive towards the staff is incomparably better than it was in my young days when the General Manager was just a name, and inspectors were regarded as ogres who peered at branch officers over the top of their glasses in a very stern manner."

Mr. Brown has been an enthusiastic follower, member and Association delegate of the Bank's football club where he made friends as readily as he did in the country.

But of all his friendships, easily the most important was begun nearly 60 years ago at Mordialloc State School where he met the one and only sweetheart of his life—a girl named Edna whom he wed as soon as he reached the minimum salary at which a bank officer was allowed to marry in those days.

Come retirement, Mr. and Mrs. Brown will be off on a leisurely motoring tour of Australia.



ONE FOR RIPLEY

If you recall an article on Beechworth we published in Progress a couple of years ago, you might remember we mentioned that our manager up there, Wally Russell, was still playing football. Now 45, he hasn't given up yet as you can see in this photograph taken at a recent match between Beechworth and Chiltern reserves. That is Wally on the right, but wait until we tell you who his opponent was.

As Wally lined up on a half forward flank, his rival asked: "Aren't you in the State Savings Bank?" When Wally replied that he was the manager at Beechworth, his opponent said: "Well my name is Keith Robinson, and I'm the S.S.B. manager at Chiltern."

All we can say is that country air must be very healthy.

Keith Robinson is 38, and he had not played football for 11 years prior to going to Chiltern. Hearing that he was a good player with Alexandra from 1945 to 1950, and with Kilmore until 1957, Chiltern persuaded Keith to come out of retirement.

Just to round off the story, we should add that Wally Russell's 15-year-old son, Ivan, played in the same match, and so did his teller, Rex Thornton.

People

THE IRONY OF IT

Ned Kelly would have appreciated the irony of it. The actor who played the star role of Ned in the musical, **Kelly Country**, which had a successful season at the Emerald Hill theatre last month, was, of all things, a banker. Described by Herald critic, H. A. Standish, as "a handsome Ned who sings well," the star was John Lidgerwood, who is at present on our emergency staff, doing relieving trips. John created the role of Ned in the original version of the musical when it was staged at Benalla, and was the logical choice for the revised production presented by the C.A.E. drama group.

If you are a viewer of the popular television programme, *Showcase*, you would have seen and heard John singing the aria *Eri Tu* from *The Masked Ball*, in this year's semi-finals, and you would no doubt agree that he really has got a beautiful voice.



IN THE NEWS



FIGHTING WORDS

They are tough, mighty tough men in the mountains, and the fiercest of them all play in the Mountain District Football League. So just how tough must Monbulk "knock" ruckman, Peter Hayne, be to earn his reputation as "the wild man" of the League? Peter is on the staff of our Heathmont branch, and his manager, Mr. Bill Wood, assures us that he does, indeed, have an awesome reputation on the football field. No doubt his robust style brings him into conflict with the umpires from time to time, but Peter should have the best of these verbal battles, because, believe it or not, he is also an expert at the gentle art of debating. In May this year, he was a member of the debating team representing the Milawa Young Farmers' Club, which won the State final — no mean performance when you realise that there are 165 Y.F. clubs in Victoria. This victory took them to Hobart in late June to compete in the national championship. Milawa won their debate in Hobart but did not score quite enough points to take the national title.

Peter, who recently turned 21, says that debating has made him more confident in dealing with people and that he now feels much better equipped to handle side counter inquiries. Sounds logical.

Peter is shown in the centre of the Milawa team receiving their prizes from Mr. P. J. Nixon, Federal Minister for the Interior.

ENTERTAINED TROOPS IN VIETNAM

Collectively these gentlemen make up a group called Jigsaw. They are, as you have probably guessed already, a musical group. Our interest in them is that the good-looking young man, third from the left, is a very popular member of our staff at Spotswood, Wembley Avenue. His name is Ron Gilbee and he plays guitar and provides the vocal lead. Until recently, Ron was a member of The Rondelles who were quite a big name on the local entertainment scene. The recently formed Jigsaw group spent 14 days in Vietnam last month entertaining the troops. Others in the same party were Pat Carroll, Yvonne Barrett, Johnny Chester and Jack Perry. The party gave 20 shows in those 14 days, and as well as performing their own acts, they provided the backing for the other vocalists; an exhausting schedule. Entertainers who go to Vietnam receive only a living allowance and no fee; Ron, however, was granted special leave with pay by the Bank.



COLUMN OF FIGURES



A thrilling finish

Whether or not you have been a regular viewer of the Bank-sponsored programme, "It's Academic", we suggest you watch the grand final which will be screened on HSV7 at 7 o'clock on August 20th. The contesting schools will be Bonbeach High, and St. Bernard's College, Essendon. The show has been pre-recorded, and we can assure you that this contest is as brilliant and tense as the 1967 V.F.L. Grand Final, with the result depending on the last question. As you can see from the accompanying picture, our General Manager, Mr. T. E. Hall, was present to congratulate the winners.

We are very happy, indeed, with the success of "It's Academic", which, by the last rating available, had a viewing audience of 441,000 and eighth place in the chart of the 10 most popular programmes on television.



Proud father

With very good reason, District Inspector Bob McEwan has an extra glint of fatherly pride in his eyes at present. Mr. McEwan is at all times justly proud of his wonderful family of nine children, but the extra glint is due to the fact that one of his sons, Peter, has been awarded an American Field Scholarship.

About the time this is published, Peter will begin a year's study at a secondary school in Decatur, a city of Illinois. These scholarships are eagerly sought after, and the committee which awards them looks for personality, scholastic ability and adaptability. Mr. McEwan told us the committee goes even further and checks the applicant's family background to see that it is satisfactory.

Peter, who is 17, matriculated last year at C.B.C., St. Kilda, where he has been a leading swimmer and long-distance runner. He will be expected to give some 40 or 50 lectures on Australia while he is in the U.S.A., and he will be an excellent ambassador for his country.

Tribute to Harry Cullen

An unusual tribute has been paid to the memory of Mr. Harry Cullen, who died earlier this year. On 30th June, the Half Moon Bay Life Saving Club erected a memorial plaque which reads:

"Dedicated to the memory of Harry Cullen, 1907-68. His dedication to this club will remain an inspiration."

Before the plaque was unveiled, the club complied with Mr. Cullen's wish by scattering his ashes into the sea from the pier.

Mr. Cullen, who was a relieving manager when he died, had been a member of the Half Moon Bay Club for nearly 50 years. He was an outstanding swimmer over an extraordinary length of time. He won his first club championship in 1926 and repeated the feat 28 years later. In 1953, the London Executive of the Royal Life Saving Society awarded him the recognition Badge and Bar for outstanding service to life-saving. He was the first Australian to be awarded the Bar.



"Rise or decline?"

Sorry about that photo

In our last issue we reproduced a picture of the party which made the inaugural trip to Adelaide back in 1937. As a number of you were kind enough to point out, we did not make a very good job of naming the members of the party. Thanks to the many people who got in touch with us, we can now set the record straight.

The first three in the top row were Mr. Renouf (brother of Leo), Mrs. O'Halloran (Mick's mother) and Mrs. Loughnan (sister of Mrs. O'Halloran). The lady in the second back row was Miss Shirley Watson, daughter of Charlie Watson, who is pictured on the extreme right of the front row. We wrongly named the two gentlemen at the right end of the third row as Barney Williams and Jim Swale. They were, in fact, two South Australians named F. Murphy and O. White.

We were right off line in the second front row where, after Percy Bray, the names should have read F. Rabling, W. H. F. Palmer (father of Des), T. P. Pennefather, E. R. Knight, G. C. Watson.

The two we could not identify in the front row were F. Montgomery (father of Emil) and C. J. P. Watson.

S.S.B. crossword No. 1

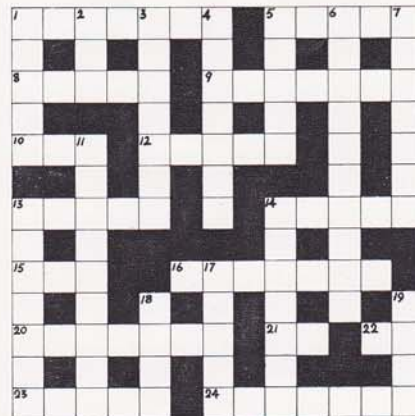
We should like to make crossword puzzles a regular feature in Progress, but we are not very good at making them up. So we are seeking your help to maintain the supply. We will pay five dollars for any original puzzle we publish. Preferably, banking should be the theme of most of the clues.

ACROSS

1. Orders on bankers.
5. This is what 11 down does.
8. Gold in a handy form.
9. The job of 22 across.
10. Answer to a column of figures.
12. State of your manager if you make too many mistakes.
13. The junior likes his Cola straight, but the manager might prefer it this way.
14. State of a clerk with no work to do.
15. Don't fall when you do this, unless you have plenty of sick leave.
16. A suburban branch on a triangular corner.
20. A form of iron.
21. Some people think this is their bank manager's favourite word.
22. He calls at your branch.
23. A posting by another name.
24. Better than debits.

DOWN

1. They make a teller's work noisy.
2. Better good than bad.
3. Might be said of a new junior.
4. Teller's aim.



5. Clerical assistant before the office mirror.
6. Fruitful country branch.
7. Nice thing to happen to a housing loan.
11. Valuable member of the back office staff.
13. There is more of this branch if you disregard its beginning.
14. The quicker it is effected the better.
17. Many of our older residences have one.
18. Nickname of a former well-known bank footballer.
19. As good as a mile.

SOLUTION NEXT ISSUE

personal loan v overdraft

A recurring theme when a group of our chaps gets together and the talk veers to "shop," is the relative cost of an S.S.B. personal loan and a trading bank overdraft. Assistant research officer, Mr. Ray Reed, has gone to considerable pains to produce the following table which branch managers, in particular, should find very useful. Stamp duty is ignored in both cases, and the interest on overdrafts is calculated at $7\frac{1}{4}\%$.

Amount of Loan	Cost of Secured Overdraft						Cost Of Personal Loan	Amount By Which Cost Of Overdraft Exceeds Cost Of Personal Loan
	Term In Years	Interest	Establishment Fee	Annual Fees	Minimum Activity Fees	Total Cost		
\$		\$ c	\$	\$ c	\$ c	\$ c	\$ c	\$ c
120	1	4.71	12		3.60	20.31	5.57	14.74
504	1	19.79	12		3.60	35.39	23.42	11.97
720	1	28.27	12		3.60	43.87	33.46	10.41
1,524	1	59.85	12		3.60	75.45	70.84	4.61
2,004	1	78.70	12		3.60	94.30	93.15	1.15
192	2	14.50	12	2.50	7.20	36.20	16.45	19.75
504	2	38.06	12	4.50	7.20	61.76	43.20	18.56
720	2	54.37	12	4.50	7.20	78.07	61.71	16.35
1,512	2	114.18	12	4.50	7.20	137.88	129.60	8.28
2,016	2	152.25	12	7.00	7.20	178.45	172.80	5.65
504	3	56.33	12	7.00	10.80	86.13	61.40	24.73
720	3	80.47	12	9.00	10.80	112.27	87.72	24.55
1,008	3	112.66	12	9.00	10.80	144.46	122.81	21.65
1,512	3	168.99	12	11.50	10.80	203.29	184.22	19.07
2,016	3	225.33	12	11.50	10.80	259.63	245.63	14.00

Stars of the V.F.L.

There have been some seasons in recent years when the ranks of our staff have included nearly enough League footballers to make up a full team. This season, as far as we could find out, there are only three, but if the quantity is not there, the quality is certainly first class.

YOUNG VETERAN

Although he has only recently turned 19, Ken Newland (left) is already one of the experienced players in Geelong's team, having played in three finals series and heading for his fourth. Ken was still at Geelong Technical School when he joined the Cats as a boy of 16 in 1965. Renowned as one of the best high marks in the League, and an active ground player, Ken is one of the vital cogs in the smooth-flowing Geelong forward line.

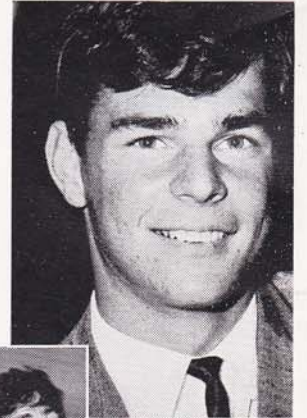
He joined our staff at Moorabool Street at the beginning of 1967 and is still at that branch.

PATIENCE PAID

Like Ken Newland, Eric Moore (below left) was at a technical school when he first played senior football. But at the time Eric was only 14! The school was Hamilton Tech. and the football team was the Coleraine 1st XVIII.

Eric, who is now 20, joined our staff at Coleraine in January, 1965. Richmond were very anxious to get him to town, and the Bank co-operated by transferring him to St. Vincent's Hospital branch in 1966. He now works in the heart of Tigerland, at Burnley North.

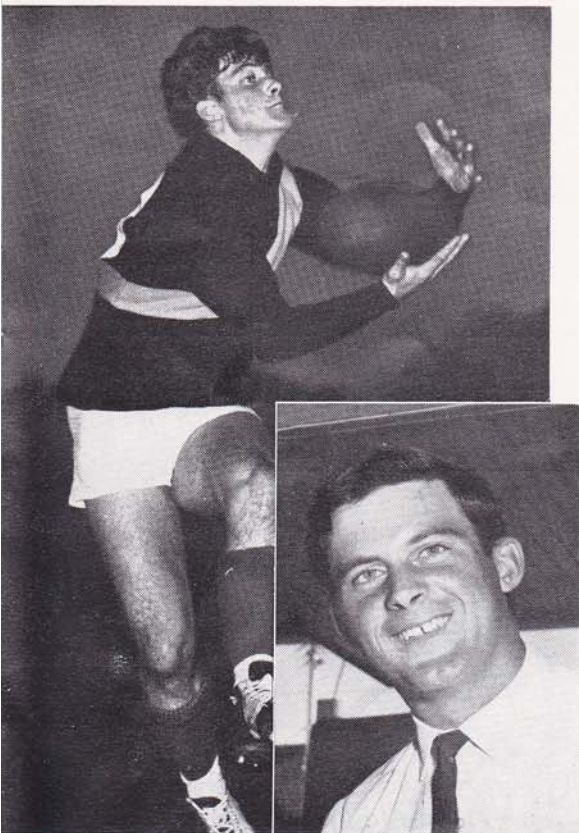
Eric had to be patient in his bid to break into the star-studded Richmond line-up, but consistent good form in the reserves won him a place with the seniors. A lively six footer, Eric's magnificent kicking fits well into Richmond's open style of play.



BETTER THAN BALDOCK!

Many good judges are hailing John Greening (above) as the recruit of the year. After the Magpies had lost their first four games this season, John, who is only 17, was brought into the side, and although opposed to State wingman, Des Meagher, played an important part in Collingwood's win over Hawthorn. He has starred in several games since. His success would come as no surprise to the sportsmaster who coached him at school. The same gentleman had coached Darrel Baldock when "the wizard" was a lad. The sportsmaster considers that Greening was a better school footballer than Baldock.

John came to live in Melbourne early in 1967, and after a year at Northcote High School, joined our staff. He is the junior at Thornbury.



Wedding Belles

A happy photograph of Mr. and Mrs. George Phelan taken as they leave for the reception following their marriage at East Bentleigh Presbyterian Church. Mrs. Phelan, nee Sandra Conder, is a member of the Malvern staff. George has a connection with the Bank too. His uncle is Mr. Barney Phelan, well known relieving manager. (Barry Skelton photo.)



Happy smiles from Mr. and Mrs. Geoff Holland as they leave Dandenong Church of England following their wedding. Mrs. Holland is the former Diane Kenyon of Dandenong Market branch.



About to cut their beautiful wedding cake are Mr. and Mrs. Keith Robinson. The bride was formerly Janice Warwick of Current Loans Department and the wedding took place at St. John's Presbyterian Church, Essendon.



Having escaped from the confetti throwers, Mr. and Mrs. Ian Latham prepare to leave St. Stephen's Church of England, Bayswater, after their wedding. Mrs. Latham was formerly Rosemary Price of Personal Loans.



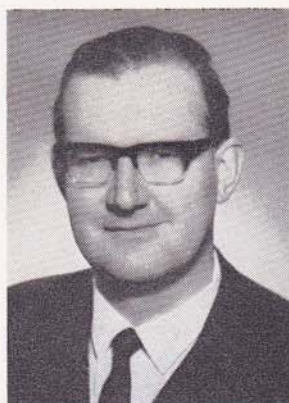
Mr. and Mrs. Bob Martin pause for the cameraman as they leave Ewing Memorial Church, East Malvern. Mrs. Martin is the former Sandra Pickard, a teller on the Elizabeth Street staff. (Barry Skelton photo.)

Merv. Benton (Special Savings) and his bride, nee Norma Marsh, have eyes only for one another following their wedding at St. John's Church of England, Surfers Paradise.

Mr. and Mrs. Paul Gluschenko smile for the camera at the reception following their marriage at Sacred Heart Church, St. Albans. Mrs. Gluschenko is the former Janina Jablonski of Elizabeth Street.

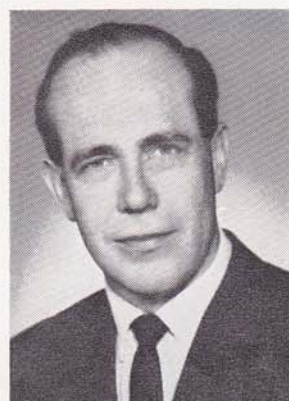


OUR NEWLY APPOINTED MANAGERS



I. H. Purvis, TALLANGATTA.

Ivan and his wife devote most of their spare time to working for their church and the Scout and Guide movement. Ivan is a Cub Master and his wife a Golden Hand in the Brownies. The couple have a school-age son and daughter. Fishing is Ivan's favourite form of relaxation.



R. A. Grubb, RELIEVING MANAGER.

Ron's no stranger to the relieving life as he's already had 3½ years' experience. He apparently finds time to practise his golf between trips, as he's the present holder of the Relieving Staff Cup. A former Bank footballer, Ron played seven seasons with the Club. He and his wife have a family of three.

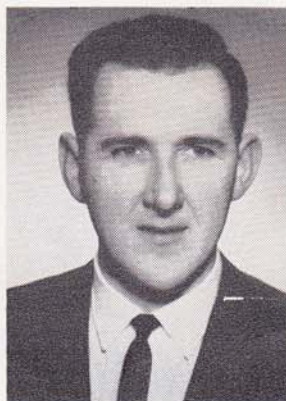
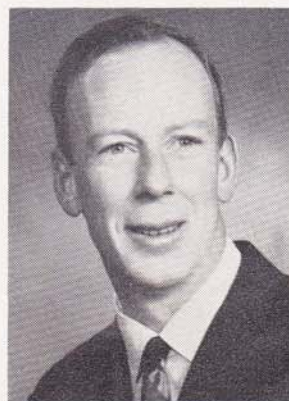


L. R. Scott, HEYWOOD.

Their family of three daughters and a young son keep Lionel and his wife pretty busy, but Lionel has managed to act as coach to the Swimming Club while in Traralgon. He is also a Victorian Amateur Swimming Association competition official. Woodwork and gardening are other interests, and he's a keen "Bulldog" supporter.

D. McN. White, BIRCHIP.

Don commenced his career at Maldon and most of his service has been at country branches. With a family of four daughters, Don and his wife find they're kept busy keeping up with the children's activities. Don, however, lists fishing and shooting as his favourite sports, with woodwork his main hobby.



M. J. Hurren, YACKANDANDAH.

Max numbers his seven years with branch mechanization (he was one of the original conversion team) as among his most interesting in the Bank. He is a very active worker for his church, both on the local level and as a member of Federal Conference. He and his wife have a family of two.