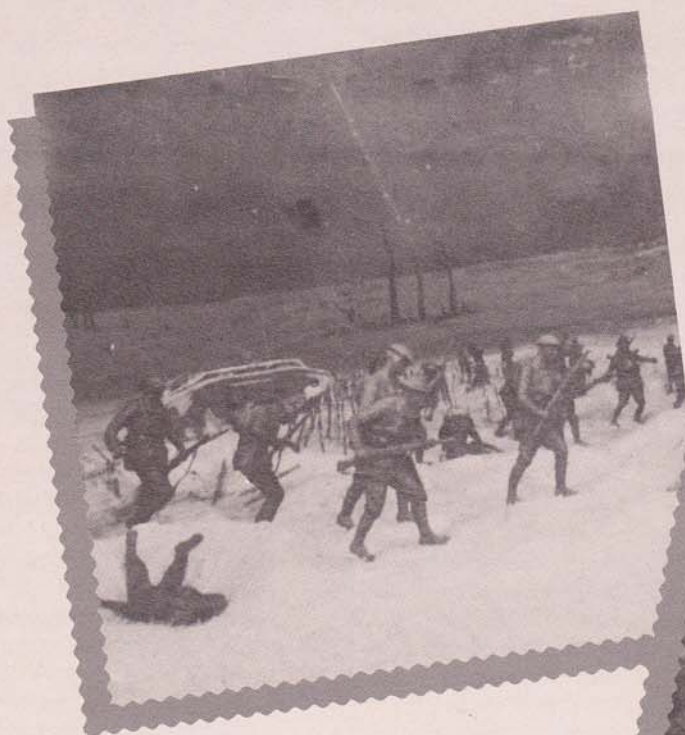


# Statesman

MAY 1984



**Inside: The Bank's Anzacs**



# Statesman

State Bank of Victoria Staff Magazine

## Our Cover

April 25 was Anzac Day – a day to remember those who fell at Gallipoli during World War One and to remind ourselves of the horror and futility of war.

We pay tribute to the men of the State Bank who took part in the "Great War".

Some 281 State bankers enlisted; 46 were killed in action; 33 reached Commissioned ranks; and 17 were decorated. In August 1914, Bank staff totalled 537 – all men.

Cover picture courtesy of Australian War Memorial in Canberra.



## Editorial

A climate of change currently surrounds the Australian banking industry.

The changes flowing from deregulation of our industry and the computer-led advances in banking services, will alter our working environment faster than most of us can imagine.

Consequently, we must heed the Scout motto: Be Prepared.

To be prepared, we have to keep fully informed on what is going on in the industry, as well as our own Bank.

By being fully informed we can more easily adapt to the new ideas and methods which, inevitably, will come.

Statesman has more than adequately met your information needs during a long period of relative calm in our industry.

It is now necessary to alter our overall approach to internal corporate communications.

To do this, there will be changes.

A newsletter will be produced to keep you in touch with what is happening.

It will have a mix of information and stories about the Bank and its people.

The newsletter will be produced regularly so the news is fresh.

Statesman will be replaced by a new magazine which will keep to the bi-monthly publication period but will give a serious treatment to stories.

These feature stories will cover significant events within our Bank, the banking and financial industry in general, and the people who make up our Bank.

These will be the first and most visible changes of the new communications programme which will progressively enhance the ways in which you are informed.

Of course, communication is a two-way process.

An essential ingredient to any communications programme is feedback.

Your newsletters and magazine must become a forum for the exchange of ideas between management and the people who make up such an important part of the Bank's workforce.

Without this exchange of ideas, communications break down and can result in unnecessary problems.

It will probably take a little time before you feel confident enough to put forward your ideas and views, so the first few issues will probably reflect the traditional information flow.

However, I will welcome all contributions from you and look forward to meeting as many of you as possible to help you gain the confidence you need.

By working together we can make our new communications programme a success and effectively cope with the future.

*Clive Walters*

Clive Walters.

Editor: Clive Walters

Editorial Assistant: Wes Smith

Contributions should be sent to:

The Editor Marketing Department

Phone: 602 7841 or 602 7846



# China Account



彼得梅理  
海外匯兌部經理

The Bank has established a full banking relationship with the Bank of China as part of its expanding role in international banking.

The move follows a recent meeting in Beijing (Peking) between Peter Murray, International Manager, and the General Manager of the Bank of China's foreign exchange department, Chen Zhentai.

The arrangement gives us a full trading account with the Bank of China – previously all dealings with the B of C were done through third parties – and it also means transactions can be carried out in the Chinese currency, Renminbi/Yuan.

While Australia's major trading banks already have accounts with the Bank of China, the other State banks, apart from the State Bank of New South Wales, have not yet established similar arrangements.

The Bank of China handles all foreign exchange transactions within China, including financial settlements, inter-bank deposits, import/export credits and loans.

It has branches in all major Chinese cities, and overseas branches in Hong Kong, Singapore, London and Luxembourg.

The Hong Kong branch plays a major role in handling overseas Chinese remittances – estimated at US\$300-million annually – and it supervises 12 'sister' banks in Hong Kong and

Macao which are controlled by China.

All foreign banks dealing with China must deal directly with the Bank of China.

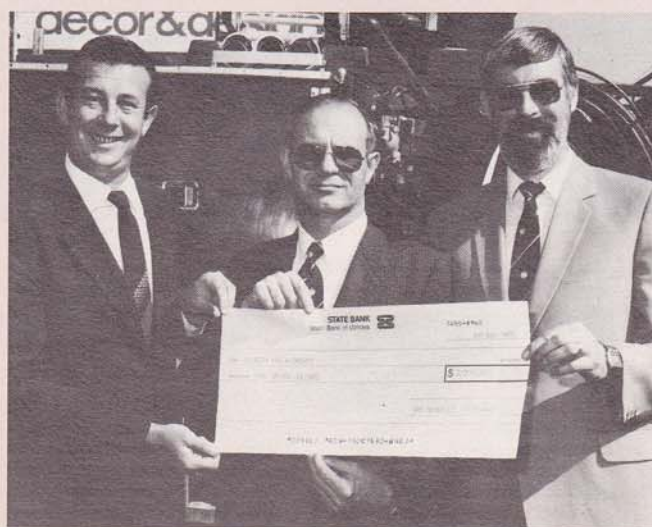
Some 50 foreign banks have set up representative offices in Beijing, including Westpac and the National Australia Bank.

The new arrangement

with the B of C is in line with the State Government's 10-year economic plan for Victoria, under which, our Bank will expand its export/import financing and foreign exchange services, as well as government financing in the international market.

Peter Murray's name – Chinese style

## \$2 Million CFA Loan



Tooronga branch manager, Lester Wright, handed over a \$2-million cheque to the Country Fire Authority for new fire trucks and fire fighting equipment in April.

The money will also be used to upgrade CFA fire stations around the State.

The \$2-million dollar loan over 10 years was negotiated by Lester, in conjunction with Corporate Finance Department.

Lester presented the cheque to the CFA's finance executive, Peter Watkins, and Barry Lilley, CFA's administrative executive, in a short ceremony at the branch.



In recent weeks, two of our branches have offered a thankful prayer for the anti-bandit screens installed under their counters.

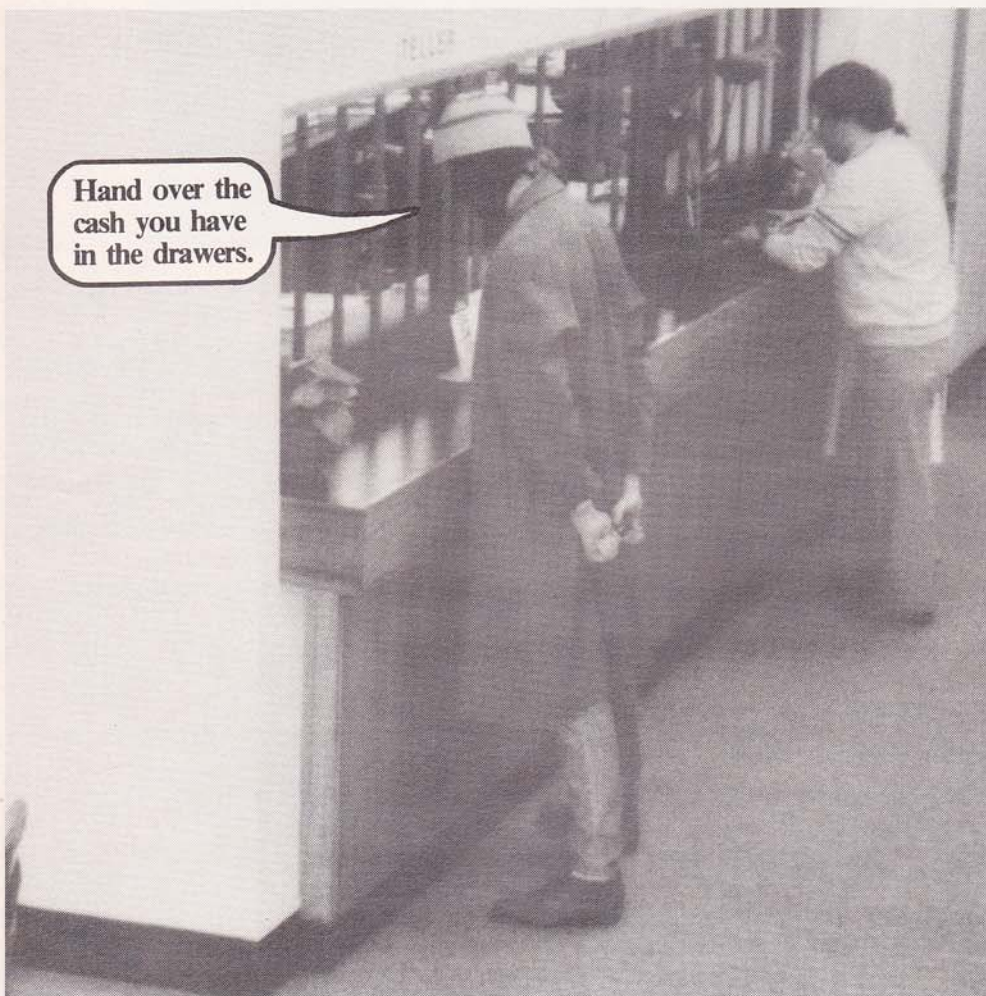
Quick action by two staffers at 166 St Kilda Road branch saved the day when they managed to activate the screen and foil an attempted holdup.

The story made front page news in The Age and was also carried by The Sun.

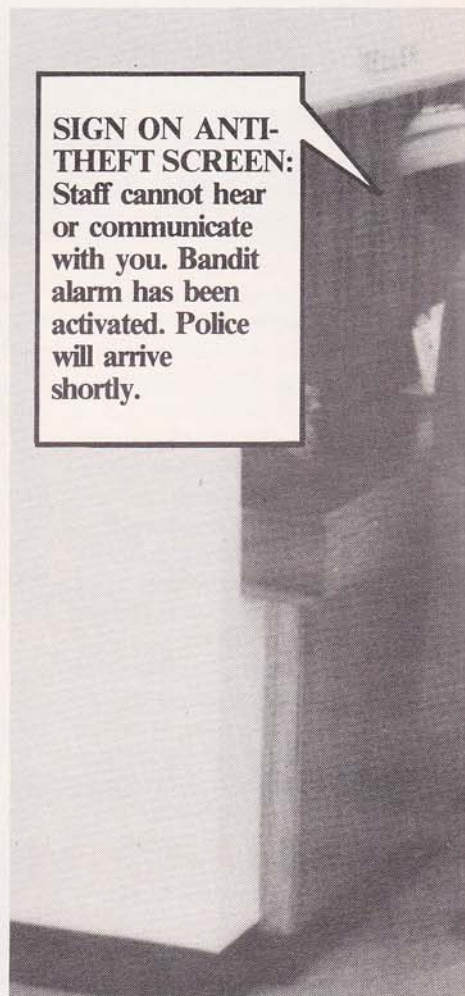
# THE



## The bandit who found himself



Hand over the cash you have in the drawers.



SIGN ON ANTI-THEFT SCREEN:  
Staff cannot hear or communicate with you. Bandit alarm has been activated. Police will arrive shortly.

By Olga Fernley

This bank bandit suddenly found himself facing a wall of steel when he tried to rob a St Kilda bank yesterday.

The man walked into the State Bank's St Kilda Road branch at 11 am and told a

teller "Hand over the cash you have in the drawers", the Chief Manager of Branch Banking, Mr Scott Walters, said later. He said the man gave the impression that he was armed.

But a bank employee pressed a hidden device which

snapped the anti-theft screen up, sealing off the staff area. A sign on the screen read: "Staff cannot hear or communicate with you. Bandit alarm has been activated. Police will arrive shortly."

The sheet-metal,

bullet-proof screen is normally concealed within the counter. The bewildered bandit paused only long enough to read the sign, then ran off.

Police described the man as 20 to 25 years old, 193 centimetres tall, and wearing



The Age has given us permission to reproduce the story written by reporter, Olga Fernley.

Contrary to popular superstition, Friday 13th (April) was indeed a lucky day for our staff at Altona West who also sent a would-be bandit scurrying off after the screen was activated.

It goes to show, that, given the right circumstances and some alert staff, the anti-bandit screens are a valuable security device.

# AGE

## talking to the wall

## Young Farmer



Wes Ridd, a student at Longerenong Agricultural College, has won the Victorian Young Farmer of the Year award and the State Bank Ontario Travel Award.

Nineteen-year-old Wes will spend three months living with members of the Junior Farmers' Association of Ontario, and will get the chance to study Canadian farming techniques.

The State Bank has been associated with the award since 1974 and, as a sponsor, provides the return air fare to Toronto.

## Counting Sheep



John Derham, Manager at Kaniva, reckons he'll stick to banking from now on after trying his hand at sheep shearing.

His wife, Kerry, sent us

the picture, saying John took a whole Saturday to shear just three sheep.

Shearers around the country can obviously breathe a sigh of relief and get some sleep at night without worrying about their jobs - wide comb or not, John is not going to put them out of business!

a grey overcoat.

Mr Walters said the staff reacted "very sensibly and showed commonsense in handling the situation". It was the second time an anti-bandit screen had stopped a bandit. An armed holdup at the State Bank's

Moreland West branch was similarly foiled on 3 February last year.

The State Bank has been installing the screens, developed and used extensively in France, in its 533 branches during the past two years. Other banks are

also installing them.

When activated, the screens rise one-and-a-half metres along the whole counter in less than a second. The switch which operates the screen also activates security cameras and alarms.





# Very Acceptable Risk!

No Risk . . . Well, it seemed like a good idea at the time but little did we realise the anguish our advertising slogan has been causing one of our customers who has taken us to task in the following letter!

Dear Sir,

Over a long period, I have been confronted by the State Bank's advertisements which almost always end with - No Risk.

This morning I was sitting at a desk in East Ringwood branch and read an ad for 20 per cent cheaper loans; but once again it says - No Risk.

Even your ads for the Christmas Saving Club say, No Risk.

Please, what have I done? You do not want me in the Christmas Club and you won't let me have a loan. I've tried to be a nice, understanding and honest client, but everywhere on ads, and on TV, I am told, No Risk. Surely if I am not wanted at your bank, you could have sent me a letter - not made it so public? It's very embarrassing!

Must I return to the Commonwealth Bank from whence I took all my accounts? I much prefer the State Bank for service.

Please, may I stay?

I am,

Yours sincerely (with tongue in cheek)

Mrs Pamela H. RISK

P.S. Your ads are false - you say No Risk, but you have ME!

What, sir, do you say to that?

Well, we really couldn't say much, so we sent Mrs Risk some flowers and a letter assuring her that she and her family were Acceptable Risks.

Obviously, our new advertising themes will have to avoid risks like this!!

## Putting New



Alf Reside - out with the old

Wes Smith takes a look at the "mechanics" of Branch Mechanisation Department and reports on its vital service to branches:

Alf Reside is a busy man and pinning him down to an interview is no mean feat.

However, I eventually managed to squeeze in our much delayed meeting between his appointments to get the "inside" story on one of the Bank's most important departments.

Branch Mech was created in the mid '50s to oversee the introduction of the Burroughs Sensimatic accounting machines - our

first "dabble" with accounting equipment in branches which ended an era of manual account processing.

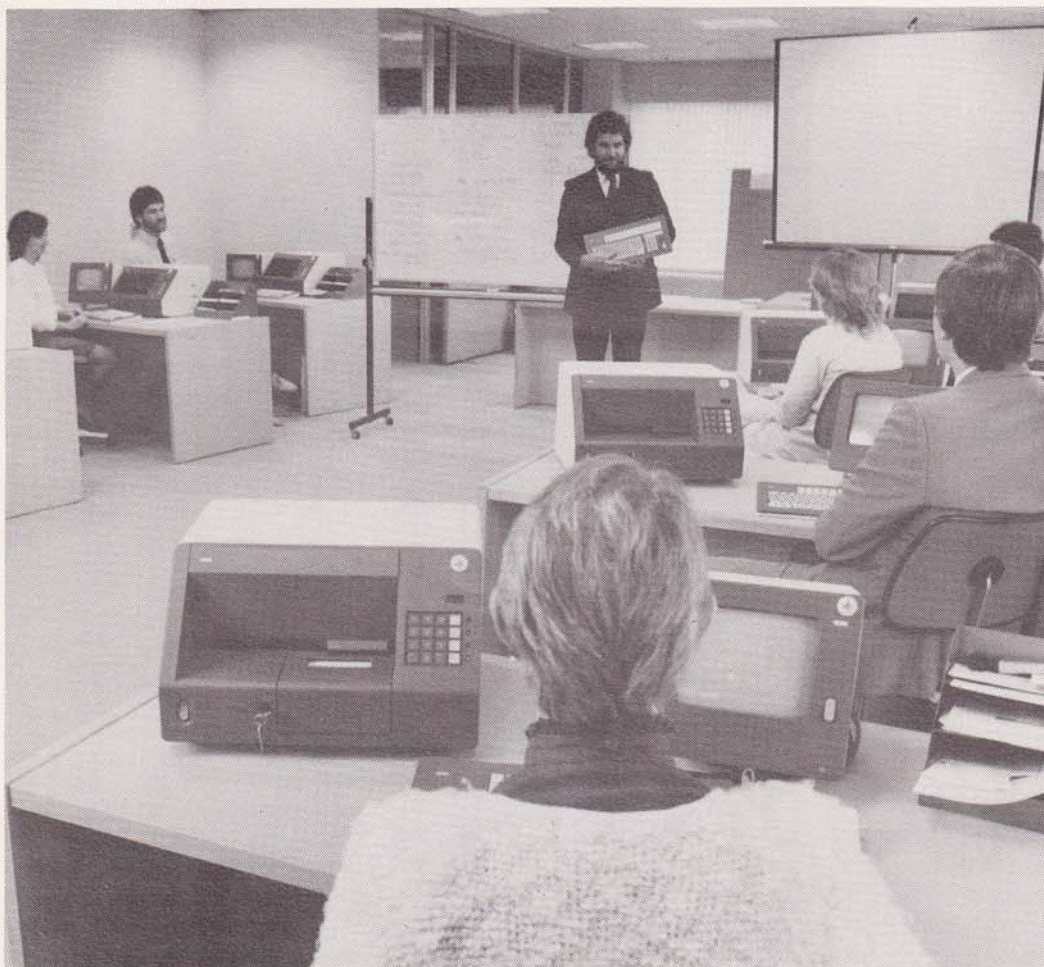
The department's role grew rapidly during the '60s and '70s as computer technology changed the face of banking's back office functions through ever more sophisticated equipment designed to manage the growing complexity and volume of banking transactions.

What's Branch Mech's main role now, Alf? "Well, it's basically this - EDP buys the equipment and Branch Mech helps in the development of programmes for that equipment.

"Then, our responsibility



# Technology in its Place



Learning about the new NCR equipment

is installing the equipment and training staff."

What does that involve? "Equipment is bought to do a certain job.

"It is, what we call, 'soft programmed', which means the Bank has to programme it further to suit our specific needs.

"This, of course, means close cooperation with EDP and other areas in the development and testing stages to ensure the equipment fits the bill.

"Once this is done, a great deal of time is spent preparing instruction manuals to train staff to operate the equipment.

"One of the problems which crops up is that we

tend to talk in technical jargon, consequently, we have to spend a lot of time writing manuals in clear, simple terms so everyone can understand.



NCR equipment in store at Clayton - ready and waiting for branches

"We also have to pay careful attention to the design of the equipment.

"This is an important aspect of our work because we want people to be happy in their jobs and work efficiently."

Is this a problem area? "Let's put it this way, the cautious approach can slow up the introduction of new equipment, but it pays in the long run."

What sort of training are you involved in? "The department instructs branch staff in the operation of accounting procedures at its own 'school' on Level 5 of Head Office.

"This includes training of part-time tellers and staff

unfamiliar with the on-line system.

"We also supply instructors for the Refer Clerk training courses at Staff Training Centre."

Is there anything else the department does? "Oh yes, we deal with system breakdowns. Whenever something goes wrong, we are the people a branch calls."

What is the most important project Branch Mech is working on at the moment? "The imminent introduction of the new centralised on-line system of accounting and the NCR 5000 equipment.

"Testing of the system was to have started last August, but owing to delays beyond the Bank's control, we only started last March."

How is it going? "It is on test at two pilot branches - West Melbourne and Peel Street."

How soon will it be in operation? "The conversion programme is planned to start in July and we'll progressively convert all branches during the next year."

How have the delays affected your department? "It has been very frustrating because the conversion is an exciting event and we have fully trained staff just itching to get started."

What does the future hold for Branch Mech? "Originally the view was held that the department would be disbanded once the Sensimatic programme was finished.

"Well, you can see that didn't happen! I think there will continue to be an important role for Branch Mech as long as equipment needs to be updated to keep the Bank's services in the forefront of technological changes."



# THE BANK'S ANZACS

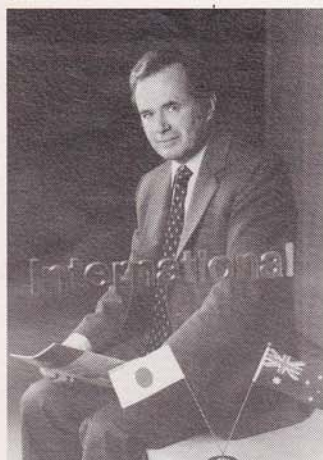








# How the East was won



Peter Murray – an eye on the future

In a meeting of less than two hours Peter Murray short-circuited years of letter writing and established an important link with the Bank of China.

The link may well prove to be one of the most important the State Bank has ever forged with an overseas bank.

China is gradually easing its restrictions on trade with the West and Western industrial nations, including Australia, are queuing at China's door for the anticipated trade bonanza.

"I regard the Bank of China as one of the most important banks in the world in view of its current position," says Peter Murray.

"If you want to deal with China you have to go through the Bank of China, and that is why the meeting was arranged with Chen Zhentai.

"I was thinking of the long term importance to the State Bank.

"Going to Beijing was the only way to cement the relationship which has been developing since 1978.

"Every bank in the world is trying to establish ties with the Bank of China and I knew it would be inadequate to rely on letters.

"In fact, Chen Zhentai told me frankly that we could not have succeeded in establishing contact by correspondence.

"My visit justifies my belief in personal contact."

As head of our International Department, Peter relies heavily on personal contacts with the heads of other banks' international departments.

You can tell the nationality of Peter's visitors by the small flag displayed next to the Australian flag at the entrance to the International Department.

It is a small courtesy extended to the visitor and forms part of the complex protocol of international banking.

Through this international

exchange, bankers overcome the problems of anonymity which can slow the pace of international business.



Peter and John Dempster – Expanding our international links

"There is nothing worse than trying to communicate with a bank on the other side of the world and knowing no-one," Peter says.

"Your telex or letter just lands on top of a pile of hundreds of others to be dealt with 'in due course'.

"If you address it to someone you have met, however, it has more chance of receiving prompt attention."

To build these contacts, Peter has travelled extensively through Europe, America, Asia and the Pacific.

The trips are strenuous and not the junket many people think they are.

The time spent in each city is limited to accomplish the necessary business and usually allows no time for sightseeing.

Luckily, his itinerary in Beijing gave him the chance to do some sightseeing over a weekend.

"Business trips are generally a solid grind and you return exhausted," says Peter.

To illustrate the point, Peter's recent trip lasted three weeks and included visits to Japan, China, Hong Kong and Singapore.

In Tokyo, he attended pre-arranged meetings with 12 banks, plus a trading house and the State Government's representative, within three days; he had a similar number in Hong Kong.

In Singapore, Peter was joined by his Assistant Manager, John Dempster, and the two of them canvassed 40 banks in five days!

The effort left them glassy-eyed and physically drained but their tenacity has paid dividends already.

## Global Visa



A glimpse into the future of electronic banking was given recently when an American woman used her Visa card in an automated teller in Sydney to draw \$20 from her bank account in the United States.

It was the first electronic funds transfer between two countries.

The transaction took only eight seconds – in that time, the signal travelled thousands of kilometres by landline, satellite, and undersea cable between Sydney and Arkansas, and back.

Visa's development of the network to enable such a transaction has taken some time, but it demonstrates the technology now available for such complex international transactions.

Visa International will eventually be offering cardholders access to instant cash in more than 30 countries through some 6,000 ATMs.

The time when State Bank Visa card can offer the same facility is not too far off.



# Million Dollar Looks

When the Sunday Press asked if their model, Celeste, could be photographed with a million dollars we naturally obliged.

Lyn McCracken of State Bank Centre Branch was on hand to make sure all was present and correct after the photo session!

Celeste once worked for the Bank and appeared on the cover of the April 1976 edition of Statesman.



## Snap!

Every picture tells a story, but every story does not need a picture.

This decision is one of the hardest facing any editor of a magazine or newspaper.

To put you in the picture, and to avoid missing out on great pictures for the magazine, I have bought an easy to use compact camera for your use.

If your branch or department is planning something which might make a good photo you will be able to borrow it.

I'll send the camera, which is auto focus and auto exposure with pop-up flash, loaded with film and ready for action.

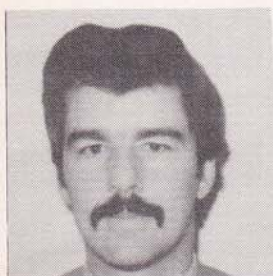
Back-up instructions will be included. Once you have taken the pictures, return the camera, and I will do the rest.

Write to me: Clive Walters, Public Relations Manager, Marketing Department, State Bank Centre, or ring on 602 7841.

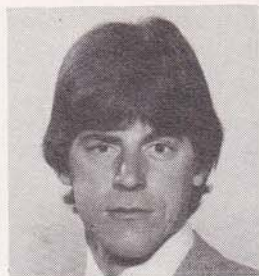




# On The Way Up



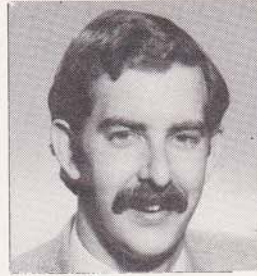
P.A. Roache  
Deer Park



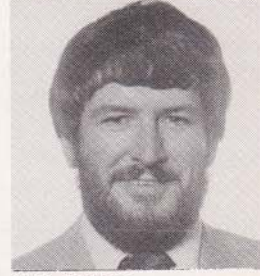
G. Hewson  
Neerim South



R.L. Christie  
Eltham



G.N. Webster  
Hawthorn Nth.



N.R. Aldous  
Relieving Staff



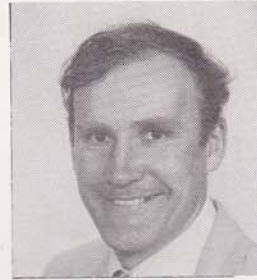
S. Guinea  
Diamond Creek



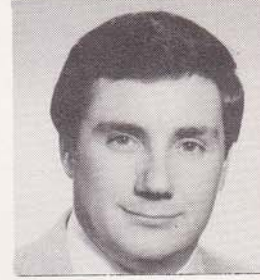
C. Brown  
Relieving Staff



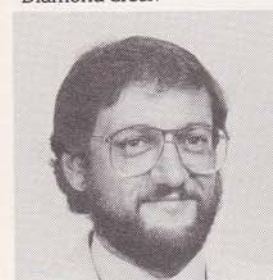
M.J. Compston  
Newcombe



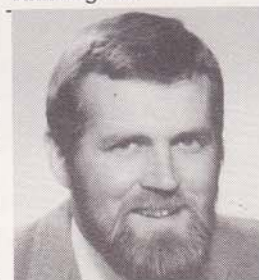
P. Ryan  
Moe



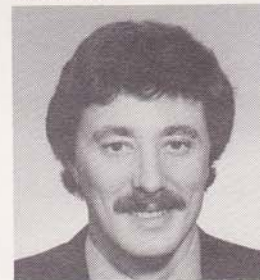
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Moonee Ponds



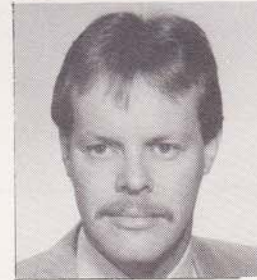
J.R. Dashwood  
Yea



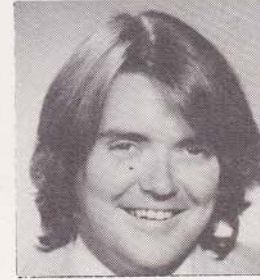
A.M. Brown  
National Mutual



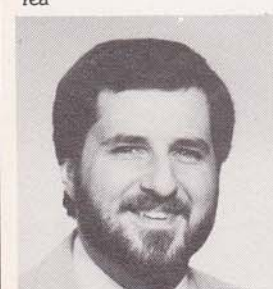
I.A. Fitzgerald  
Relieving Staff



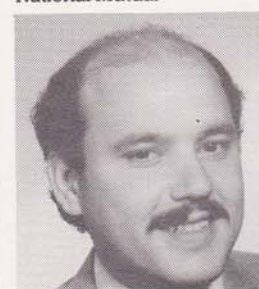
K.J. Boughton  
Relieving Staff



J.W. Cavanagh  
Relieving Staff



C. Gay  
Relieving Staff



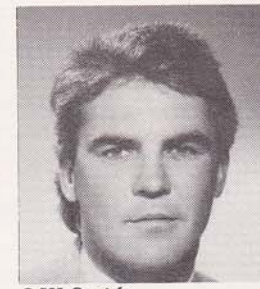
P. Drago  
Sunshine West



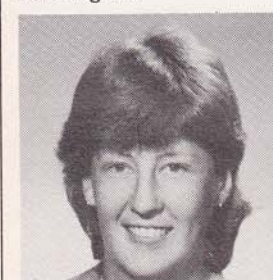
G. Yacoub  
Sunshine North



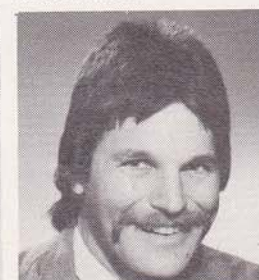
J.T. Lacy  
Relieving Staff



S.W. Smith  
Relieving Staff



H. Oakman  
Chief Accountant



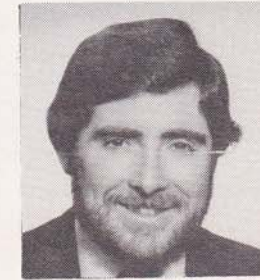
J.A. Curtin  
Relieving Staff



T.W. Elshaug  
Relieving Staff



K. Bromfield  
Legal Department



L. Cowling  
Corporate Finance



# Visa Success



The many thousands of Visa applications

being handled by Bank Cards Department, make our launch of State Bank Visa one of our most successful product campaigns.

Applications have been flooding in at up to 600 a day.

There has also been a significant response from staff members taking advantage of Visa.

The launch of Visa was supported by major television and press advertising which has given us a big lead over our competitors.

In fact, research shows awareness of our Visa campaign is five times greater than our nearest competitor, and more than twice the level for any Mastercard bank.

Jim Greed, head of Bank Cards Department is delighted with the new card's success and the way his people have coped with the deluge of applications.

"We've been flat out processing applications since the launch in February," Jim says.

"At times, we were processing up to 600 applications a day.

"Each application takes at least 10 minutes to process,

so, as you can imagine, there have been quite a few late nights and a lot of hard work.

In fact we have put on extra staff to handle the work.

"It has been very hectic but everybody has been very willing.

"My people have done a wonderful job, particularly as they have also been handling an upsurge of Bankcard and Easy Bank applications at the same time."



The Visa campaign has also boosted merchant

awareness of Visa as an important international and local credit card and this has given our merchant sign-up campaign a shot in the arm.

The familiar blue, white and gold Visa sign is now appearing on tens of thousands of shops and businesses.

Visa's visibility in Victoria is echoed in other states, where other State banks are promoting the card.

"Visa is an important part of our drive to put plastic cards into the hands of our customers," says Jack Roach, Chief Manager Marketing.

"The combination of a local and overseas credit card with savings and cheque account access through our Easy Bank network is obviously very attractive to people.

"Visa is a one-card banking package."

## New Branches



Tom Burley, holder of Maffra's oldest account, meets Deputy General Manager, Max Carr; Shire President, Councillor Max Rowley, and Maffra's Manager, Bob Tanner.

"Comfort plus" is the way staff are describing their new premises at Maffra and Nathalia.

Both branches have been rebuilt and were recently officially re-opened.

Rebuilding costs were about a quarter-of-a-million dollars in each case and every cent was well spent according to staff who have given their seals of approval to both premises.

Not only do they have more room, but conditions are far more comfortable and

the branches are air-conditioned.

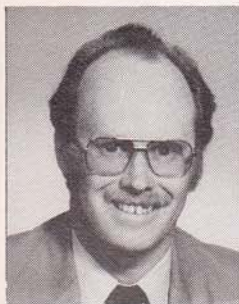
"Winters and summers can be pretty bad but it will be a pleasure to go to work now," one staffer said.

Both branches also have expanded teller facilities and separate interview areas.

The branches are by far the most impressive bank buildings in either town and have drawn many favourable remarks from customers who appreciate the modern facilities.

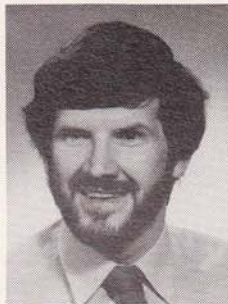


## New Managers



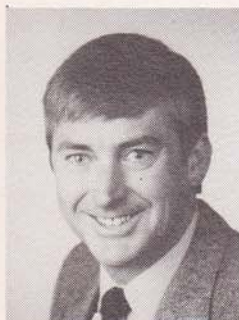
**R.L. Hard: Assistant Manager, Waverley Gardens**

Ray is in his sixth year as coach of a junior football side and is a former director of the Victorian Metropolitan Football League. He and wife, Marie, have two sons and enjoy getting away on camping holidays.



**M.L. Byrne: Complex Manager, Services**

Marty enjoys Chinese cooking, watching films and following the football. He is also a keen squash player and he and wife, Robyn, are currently playing in two pennant competitions. They have a daughter aged seven.



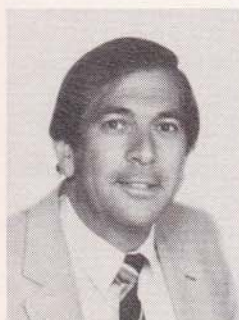
**T.R. Dickson: Beaufort**

Terry is looking forward to settling into his first permanent posting after serving his accounting days on Relieving Staff. He is married with two children and it will be the family's first experience in rural living.



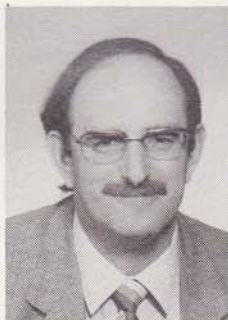
**N. Leach: Assistant Manager, Central**

Having spent most of his career serving in the suburbs, Neil looks forward to working in a city environment. He and wife, Anne, have a four-year-old daughter.



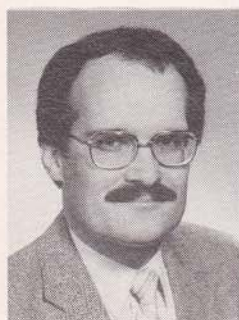
**G.G. Riscalla: Assistant Manager, Box Hill**

Gil's spare time and sporting interests revolve around tennis. He has been president of his local club for the past seven years and plays regularly in both day and night competitions.



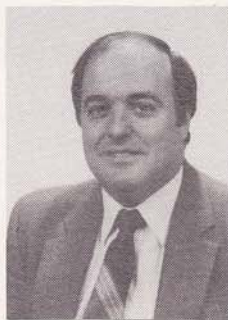
**P.W. Hayes: Assistant Manager, Waverley Gardens**

Pat is a keen coin collector and also enjoys gardening. He and wife, Robyn, have two children. He is team manager for an under 11 football team.



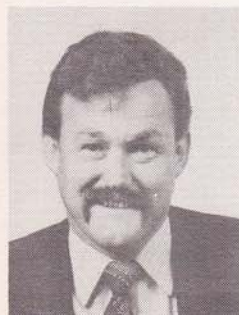
**D.F. Beale: Correspondence Department**

Don's spare time is taken up with stamp collecting, specialising in stamps from Papua New Guinea. For sport he enjoys swimming and following the fortunes of his daughter's netball team.



**W.M. Munro: Murrayville**

Bill is a keen follower of football and cricket, but also enjoys woodwork in his spare time. He is married with five children.



**R.W. Grieve: Assistant Manager, Southland Centre**

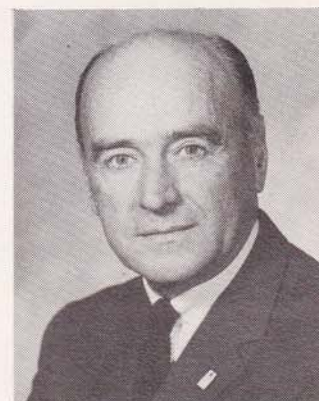
A keen snooker player, Bob also enjoys social games of golf and tennis. In his spare time he breeds budgerigars. He and his wife, Mary, have three sons.



**A.J. Moule: Assistant Manager, Heidelberg West**

Alan and wife, Josephine, have three children and enjoy camping in Victoria's many national parks. An active squash player for over 20 years, Alan also enjoys collecting stamps.

## Don Ross



Mr Don Ross has retired from the Bank for the second time – ending a 56 year association with the Bank.

Mr Ross retired in April after a seven year appointment to the Board.

Mr Ross' first retirement came in February 1976, after four years as General Manager.

As GM, he presided over some of the most significant developments in the Bank's history. These included:

1972  
On-line computer network introduced.

1973  
State Government gives Bank new powers in overdraft, investment and interest operations.

1974  
Launch of State Bankcard and Thomas Cook-State Bank travel service.  
Deposits pass \$2-million.

1975  
Head office moved from historic Elizabeth Street site.  
New Bank symbol and shortened name.

1976  
State Bank Centre construction began.  
Staff college construction started.  
First woman bank managers in Victoria appointed.  
State Bank entered merchant banking field.



# Deregulation: Chairman's View

Debate on the topic of deregulation has been steadily increasing since 1979 when the terms of reference were announced for an inquiry into the financial system, headed by Sir Keith Campbell.

The Campbell Report has been followed by the Martin Report – a further review commissioned last year by the newly installed Hawke Government.

The State Bank's Chairman, Mr Arnold Hancock, outlined his views on the issue at the Business Law Education Centre last month in Melbourne.

This is what he predicted for the next decade:

An industry dominated by greater competition but finding it more difficult to maintain profitability; at the same time, profits becoming less predictable and more volatile.

Mr Hancock said banks would be forced to maintain profit by moving into areas previously avoided and, in many cases, "financial conservatism will run a bad third in the race for profits and market share".

He tipped that banks would have to expand by takeovers "as a quick means of reaching goals" as opposed to the "more costly and time consuming internal development".

"In this atmosphere, prudential considerations will become more important than ever," he said.

"The adequacy of capital to support expansion, the adequacy of deposits to

support lending, and the adequacy of liquidity to support lending cycles will feature importantly."

Mr Hancock said between four to six foreign banks would be allowed into Australia.

He did not think deregulation would lead to a "free market" being controlled by a small number of banks.

Any threat of this would be offset by intense competition.

"In addition, the various State banks have gained extended banking powers and are striving to penetrate new markets while still maintaining their traditional roles," he added.

Mr Hancock also gave the assurance that the State Bank



would continue its unrivalled position as a source of housing finance to its loyal depositors.

"Our business is based strongly on borrowing and lending in the housing sector which will continue to be as important as in the past."

## Odd Spots

A teller at Caulfield East branch is somewhat red-faced after paying a life assurance PLAP on a deceased account!

\*\*\*\*\*

Tatura branch were amused to find a perplexed mother's solution to two 50 cent deposits for her two boys.

Each child's school coupon book contained half of a one dollar note and the message: Please find the other half in Steven's/Gavin's bank book. I couldn't make the 50 cents each. So this was the next best thing. You'll have to use some sticky tape!!

## Retirements

Don Dimsey – Emergency Staff

John McCausland – Emergency Staff

Ralph Rowan – State Bank Centre

We regret to report the death of Bill Hindle, Middle Brighton branch, on 13 March.



## WHOSE BANK?

Roy Wilkins was relieving manager at Minyip last February when the town became Coopers Crossing, a northern New South Wales settlement.

The "facelift" was done for Crawford Productions' \$3-million television series based on the flying doctor service.

Minyip's main street was covered with red soil, buildings painted and out of context signs covered up to give the small town an outback appearance.

Our branch was changed into the State Bank of New South Wales!

Roy has sent us a picture of the new look branch.

You won't recognise her from the picture, but that's Diane McQueen standing at the front door!



# Out of Our Past

"Take heed all ye modern day bankers."

The following article appeared in the Victorian Alliance Annual in 1886, as a guide to saving and savers:

24

THE VICTORIAN ALLIANCE ANNUAL, 1886.

## Melbourne Savings Bank.

ESTABLISHED 1841.

### TEMPERANCE and THRIFT.

WHERE is nothing more certain than that poverty drives men to drink, and drink increases poverty. It is not among the savers that drunkards are found, but among the wasters. Thrift is Temperance in its truest meaning, because it is the avoidance of waste, and of everything hurtful to body and mind. If the money wasted by many persons in foolish indulgences were spent on better food and furniture, all society would gain. Debt and waste are the two principle things that ruin many people, and hang like millstones round the necks of others.

How to save is most easily learnt when young, and it can be taught children without any fear of making them miserly or mean, for true thrift simply means to know how to save and how to spend to the best advantage, as well as how to save time, clothes, food and drink.

The thriftless class is the dangerous class, and it is the drinking class, so that if any reduction of crime or of intemperance is expected, the very poor must be taught to save their money. Once a man learns that investing money in the Savings Bank is just as easy as depositing it in the public-house till, all the forces of his nature work together to help him to gather money. It is quite right to persuade a man to give up drinking, but unless you substitute some other habit your labor is wasted. A Savings Bank Pass-Book prevents a relapse into drinking habits, because it leads the way to the friendly society, to the building society, to the trading bank, or to the life assurance society, and so the love of money conquers the love of drink. The Threepence a day spent on beer, if placed in the Savings Bank every week, would enable a man 25 years of age to insure his life for £200.