

True Blue

December 1989

STAFF NEWSPAPER


State Bank  Victoria

SANTA CLAUS IS COMING TO TOWN AND LONDON, NEW YORK AND HONG KONG

Christmas comes but once a year, but it not only happens in Australia. Ken Martin, of Corporate and International Division (with the help of True Blue overseas correspondents) reports on how Christmas will be celebrated by our colleagues in our offices overseas.



Front row from left: Helene Magre, Sam Del Propost, Cheryl Diller, Donna Derwin, Ian Phillips. Second row from left: Nora McKinney, Eileen Fiore, Dolores Lopez, Camille Mento, Arlene Alvarez, Lisa McNeil, Khanh Vuong, Manny Reynoso. Third row from left: Murray Regan, Ana Garzon, Brenda Browne, Linda Carmeliano, Maria Galano, Carmine De Falco, Jerry Gill, Patricia Bacchi, Diane Puentes, Luz Rubio, Ana Todaro. Fourth row from left: Don Duffy, Pat O'Brien, Robin Parker, Lorna Palma, Sandra Graffeo, James Sullivan, Bill Lucy, Arleen Brooks, Peter Klemm, Bob Wander. Fifth row from left: Craig McMorron, Tom Bogan, Mark Brown, Katie McLaughlin, Rebecca Botescu, Karl Andreson, David Himes, Frank Donovan, Jack Schechter, Vinnie Milack. Back row from left: David Graham, Eric Elmore, Alex Gajano, Gregg Weisman, Richard Bergalowski, Al Santiago, Judy Esposito, Russell Hastings. Absent: Peter Amantia, Marilyn Ambrose, Margaret Bracero, James Campbell, Olga Cruz, Jeff Davidson, Marie Dysart, Simone Faulkner, Peter Fontana, Tyrone Goodwin, Danny Harvell, Cecelia Herbert, David Malinchak, Ira Rapaport, Chris Sansevere, Carol Scagnelli, Ann Warner, Scott Wilson.

 Mention "Christmas" to any New Yorker and he'll think of sleigh bells, winter wonderlands and sweet nostalgia of Christmases past.

Yet in New York nothing is further from reality or so it seems.

The city is never more frenzied, more jam-packed with shoppers and traffic, tourists and college kids home for the holidays. Wish as we might, it almost never snows before January.

But the crowds are different. There's a holiday


electricity in the air (although the only public holiday in New York is Christmas Day), from the thousands of lights on the Christmas tree in Rockefeller Centre, to the lights in the eyes of children (and their parents) as they gaze at the fantasylands in every department store window.

Despite the frenzy and the chill winds of the new winter, the young ice skaters coax smiles from the throngs watching them frolic under that great tree in the heart of Manhattan. People try, even if only for those few short

weeks, to share a little warmth and kindness with those around them.

Above all, it's time for parties, family feasts, friendly reunions and, perhaps best of all, the SBV Christmas party at Conway's. The warm company of our "mates", the legendary lasagna (in an Irish pub!) and the annual appearance of our very own Mr and Mrs Claus help to make Christmas in New York a very special occasion for every one of us.

William Lucy
Assistant Vice President
Credit Analyst
SBV New York

 Contrary to popular belief 'down under', the Poms do have a light side to their character and it is at Christmas that this is most fully exhibited.

December in the City of London is generally a wet affair. Outside, it is usually raining. Inside, the herd instinct which characterises financial markets extends to festivities as well, and pubs, which are full at lunchtimes throughout the year, become even more packed and sweaty.

sides of Christmas usually meet somewhat hilariously late on Christmas Eve, when merry folk roll along to the midnight church service on their way back from the pub.

Although Christmas cards invariably depict snow-covered scenes, the end of December is usually quite mild and the odds against a white Christmas (although somewhat shorter than in Australia) are still pretty long.



From top left of stairs, down, John Dalamara, Malcolm McDowall, Andrea Venables, Richard Miller, Chris Belcher, Paul Shackell, James Game, Darren Talbott, Ross Taylor, Valerie Hughes, Pat Milligan, Sue Lendich, Mike Gray, Karen Wilson, Martin Powell, Cliff Warman, Linda Vigns, Helen Fenemor, Paul Johnstone, Eric Giddy, Alan Duggan. Front row from left, Kevin Lewis, Kieran Gissane, James Sell, John Marshall, Wayne Jarman, John Caird, Tim Norman, Nick Walker.

Most banks/companies organise a dinner dance at Christmas for their staff and spouses. SBV London's social club has ensured that this year we will be no exception and we are holding our "do" at a "West End" hotel.

Christmas is primarily of course a family occasion and most people return to their fold for Christmas Day or Boxing Day. It is not clear whether it is because of or in spite of the commercial hype surrounding Christmas, the endless TV specials and the gross overindulgence, but few people remain unaffected by the spirit of Christmas.

The spiritual and the pagan

John Marshall
Financial Controller
SBV London

Gavin Forte
Senior Manager
SBV Hong Kong



First Row from left: Kobe, Karen, Wendy, Anna, Ada, Pauline, Kelly, Polly, Janet. Second Row from left: Caesar, Ellie, Wendy, Landa, Angela, Sum, Raymond. Third Row from left, Krishna, David, Tereza, Bob.

Gordon is the pride of Croydon

Croydon's Gordon Gaudoin has been awarded a Pride of Workmanship award.

Gordon, a Supervisor in Credit Management, won the award after being nominated by Manager Ian McPherson. "I didn't know how to take it," says Gordon. "I nearly fell

through the floor when Ian said to me I'd been nominated to receive an award. It was like a thunderbolt."

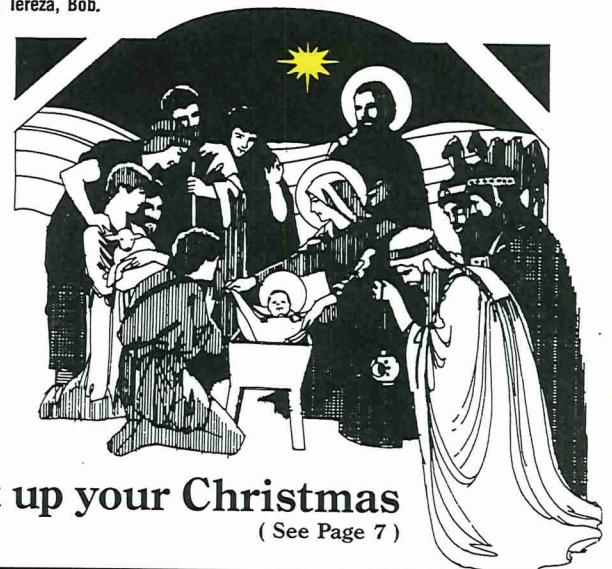
The awards were presented by Croydon Rotary Club and

aim to promote pride of workmanship in the workforce.

Gordon, 34, who joined the Bank in 1973, was one of five people to win the awards.



Gordon Gaudoin is congratulated by Ian McPherson, Manager, Croydon.



Light up your Christmas
(See Page 7)

SBV presents to Tokyo financial market



From left are: Koichi Kimura, Senior Managing Director Daiwa Securities; J. Arnold Hancock, Chairman; Bill Moyle, CEO; Terry Dawkins, General Manager International; Graham Kershaw, Chief Manager Hong Kong; Ed Condran, General Manager New South Wales; Craig Carland, Chief Manager International Treasury.

State Bank Victoria recently made an investor presentation to the Japanese financial community, in conjunction with Daiwa Securities Co Ltd, one of Japan's four major security houses.

The presentation was attended by approximately 100 people from 90 Japanese organisations in addition to executive representation from the Bank.

The presentation was preceded by a five-minute video, commissioned for the occasion, which gave a brief overview of Victoria and the Bank.

Bank Chairman, Mr J Arnold Hancock, spoke on the background to Australia's settlement and the early history of the Bank. His presentation gave an overview of Australia's economic situation, future prospects and Victoria's economy.

Chief Executive Bill Moyle focused on the Bank, its operations and its financial strengths. He preceded his remarks with an overview of the statutory and regulatory framework under which the Bank operates.

He reviewed the Bank's activities of recent times, particularly the change of focus in the mid-1980s. Mr Moyle

dealt in detail with the Bank's 1988-89 operating results and the Bank's future intentions.

The presentation concluded with a cocktail reception at which the centre piece of the buffet was a large ice sculpture which is traditional at this type of function in Japan. Each person attending the seminar was presented with an information pack on the Bank and a memento of the occasion in the form of a bicentenary \$10 note mounted in a block of acrylic with the State Bank Victoria logo.

Craig Carland
Chief Manager
International Treasury

Bank Ball is Back!



Having a ball from left, Terry Preston, Senior Regional Manager, Ormond North; Denise Matthews, Bob Campaign, Senior Manager, Investigations; Peter Shepard, General Manager, Personal Banking.

"The Bank ball is back!" This was the message from Peter Shepard, General Manager, Personal Banking when he welcomed guests to the 1989 State Bank Victoria Ball.

Over 300 bankers and partners welcomed the return of this once popular occasion after an absence of 15 years, and set about making up for lost time.

Amazing transformations took place as the usual "nine to five" appearance responded to a scrub and polish and appeared as dynamic and attractive trend setters.

A cross-section of Bank staff, from junior members to retirees, from country, suburban and city locations mingled on the dance floor creating a colourful, pulsating mass of good humour.

Bodies and limbs contorted in all directions as the nine piece "Light Brigade" dance band stirred even the most occasional toe tappers. Dance

styles varied; some actions suggested were "move back, I'm out of control" while others were poetry in motion. Precision and co-ordination attracted the attention of the majority content to respond to the basic beat.

All who attended this historical 1989 Ball received a

complimentary wine glass as a memento of the occasion.

Only two questions remained — who would remove all those balloons from the ornate ceiling of the Prahran Town Hall, and secondly, when is the next ball?



Back row from left: Mark Giglio, Kelly Harris, Brett Watson. Front row from left: Lorraine Marazita, Anne Gauci, Lucy Pullia at the 1989 SBV Christmas Ball.

Bonuses paid

Late last month, performance bonus payments were paid to the top 20% of State Bank Victoria's GCOs and accountants who achieved a high standard of work performance between 1 July 1988 and 25 August 1989.

Payments were made by cheque to G1, 2, 3 and 4 and L1 and 2 staff (including part-time officers) located at branches, head office and in regional offices.

Great "Getaways"

Are you looking for that certain place or that extra special something to get away from it all over the Christmas period? Whether it be people, telephones or just the everyday humdrum you need to escape from, we hope in this article to give you some ideas that are a little different.

■ **Country Lane Farm Holidays** cater for people who want a complete change of lifestyle whether it be for just a weekend or longer. You can stay at an isolated farm house, away from everyone just doing your "own thing". If you prefer a more luxurious getaway, stay at a country homestead where everything is catered to your needs. Either way wouldn't it be wonderful to take time to breathe in fresh air, maybe take a stroll or do simply nothing?

If you want to know more about Country Lane Farm Holidays call them on 388 1214.

■ **Australian Pubstays** offers a unique holiday experience by linking your

destination with a network of possible pubstays in Victoria or all over Australia. The Pubstays rating system ensures that no matter where you choose to go, you'll know exactly what to expect in the way of home comforts. This is a brilliant alternative for those of us wanting to get away from it all but who have a tight budget.

If you want to know more about Australian Pubstays, call them on 696 0433.

■ **Breakfast in Bed** — the ultimate in indulgence! and a great surprise gift idea. "Breakfast in Bed" has been operating for eleven years and offers a truly gourmet breakfast — fresh strawberries, croissants, King prawns, avocado and champagne which arrives on your doorstep with full silver service and a red carnation. It is pricey — \$95

one, \$120 for two. If you want to know more about "Breakfast in Bed", call them on 211 2526.

■ **Dinner is Served** provide a first class three course meal at your doorstep at a very reasonable price. This can be a great alternative to eating out at sometimes noisy restaurants. In your own home you can totally relax in your own surroundings and enjoy the luxury of a gourmet meal without having to cook it. There is variety in the menu, for entree you may like to enjoy a seafood crepe, satay or maybe soup. For main meal, you may like to choose cashmere lamb curry or a porterhouse steak — just a couple of the many dishes. Desserts range from a hazelnut gateau to chocolate mousse. If you want to know more about "Dinner is Served", call them on 850 4108.

State Bankers jog and foxtrot for charity

State Bank Victoria was well represented in two fund-raising events for charity last month.

The Collins Street Derby and Financial Markets Charity Ball raised money for the Lord Mayor's Fund which distributes it to charities such as hospitals, welfare groups and the Leukaemia Auxiliary of the Royal Children's Hospital.

■ The Bank's Treasury Division had two four-person teams in the inaugural 333 Collins Street Derby on 3 November. They were "Bill's Boys" — Victor Raeburn, Con Apostolidis, Allan Nalder and Frank Bongiorno, and "Bill's Babes" — Susan Ramsey, Maxine Martin, Nicky Barry-Murphy and Christine Hennigan.

The relay race consisted of 45 teams from Melbourne's financial community.

But it was not a race with competitors in shorts and runners. Team members wore normal business attire and carried a briefcase — instead of a baton! Both State Bank Victoria teams put in a big effort, with "Bill's Boys" finishing 25th.

The race started at 333 Collins Street, went up Collins Street to Exhibition Street and returned along Bourke Street to finish in the Mall. Medallions were presented to the winners by Lord Mayor Bill Deveney.

■ The Melbourne Financial Markets Charity Ball, held at the Hyatt on 11 November,

also raised money for the Lord Mayor's Fund.

Chairman of the organising committee, State Bank Victoria's Chief Executive Bill Moyle, officially welcomed guests to the ball.

The ball has raised more than \$110,000 each year for the past three years.



Nicky Barry-Murphy in hot pursuit in the Collins Street Derby.



Treasury General Manager Victor Raeburn heads for the finish in the Collins Street Derby.

1989 at a Glance

JANUARY State Bank Victoria's treasury operations merged with the Australian Bank Ltd's treasury department, following SBV's acquisition of Australian Bank on 3 January.	FEBRUARY On 8 February, StateGuard Friendly Society announced the launch of an innovative new product, the Investor's Option Bond.	MARCH For the fourth year running, State Bank Victoria was the major sponsor of Farm World 89 at Lardner Park from 16-19 March.	APRIL State Bank Victoria was granted approval on 3 April by the Commissioner of Banking for Hong Kong to open a full branch in Hong Kong.
MAY State Bank Victoria and Essendon Football Club announced the launch of a new Affinity Visa Card on 29 May.	JUNE SBV Shepparton Shopping Plaza Branch moved to a new location, on the corner of High and Archer Streets. <i>In the Plaza 14 JUNE.</i>	JULY Extensions to State Bank Victoria's Coburg Branch were officially opened by Deputy Chief Executive Max Carr on 25 July.	AUGUST State Bank Victoria was the major sponsor of the Victorian Alpine inter-school championships at Mount Buller on 18 August. <i>Order new binding.</i>
SEPTEMBER State Bank Victoria was presented with the fifth WorkCare Prevention Award for 1989 by the Victorian Occupational Health and Safety Commission.	OCTOBER State Bank Victoria placed a \$7 million order with ICL Australia for the supply of two of its Series 39 Level 80 mainframes.	NOVEMBER Thousands of children and their parents enjoyed the Bank's annual children's Christmas party at Albert Park on 26 November. <i>Take Sara and David.</i>	DECEMBER The Bank's retired officers enjoyed their Christmas lunches on 4, 5 and 6 December at functions hosted by Chief Executive Bill Moyle, Deputy Chief Executive Max Carr and General Manager Personnel John Williams.

TELLERS' TALES

A regular feature in which we look at life from over, and behind, the counter.

A male staff member at Geelong North Branch, who plays football for the Geelong under 19's, recently keyed transactions through a terminal and questioned why it wasn't journalling? "Glenn, the keyboard isn't turned on" came the reply.

Christine McCallum
South Central Region

★ ★ ★

Who was the relieving Manager in Heidelberg region who donated a golf club to the pond on the sixteenth hole at Yarrambat Golf Course? He stripped down to his underwear in an effort to retrieve the club and finished with a score of two birdies and one yabbie!

Leah Woodward
Heidelberg Region

★ ★ ★

A power black-out occurred whilst a certain Teller at Preston Branch was counting a large sum of money. Doing the right thing, the Teller moved the customer's cash and credit book to her side of the counter. When the power was restored, the teller couldn't recall where she had left the credit book. After turning the whole branch upside down, the book was finally discovered . . . on top of her unit's terminal!

Lost in the dark

SBS campaign at Stud Park

Stud Park Shopping Centre Branch, Rowville, recently ran a State Banking System campaign to create awareness of the extra benefits attached to a plastic card account.

Electronic Banking was displayed in the Stud Park shopping mall highlighting Pay Point, Teller/Cash Point and

the Office Point facility. Staff from the branch and Electronic Banking explained the services to passersby.

The branch set a challenging target of 50 new accounts but ended with 80 new accounts opened over the two-week period.

Kathy Constantinou
Box Hill South Region

Greensborough's Terrific Tellers

Greensborough Branch Tellers recently completed an extremely successful cash shortage campaign.

Staff training sessions were held to show the branch's current performance and room for improvement. Particular emphasis was placed on the importance of concentration, pride in performance and teamwork.

The results were amazing! The net shortage for the one month period was less than \$20. A 96% improvement and a fantastic effort!

Mystery prizes and a munchy morning tea were the rewards.

Leah Woodward
Heidelberg Region



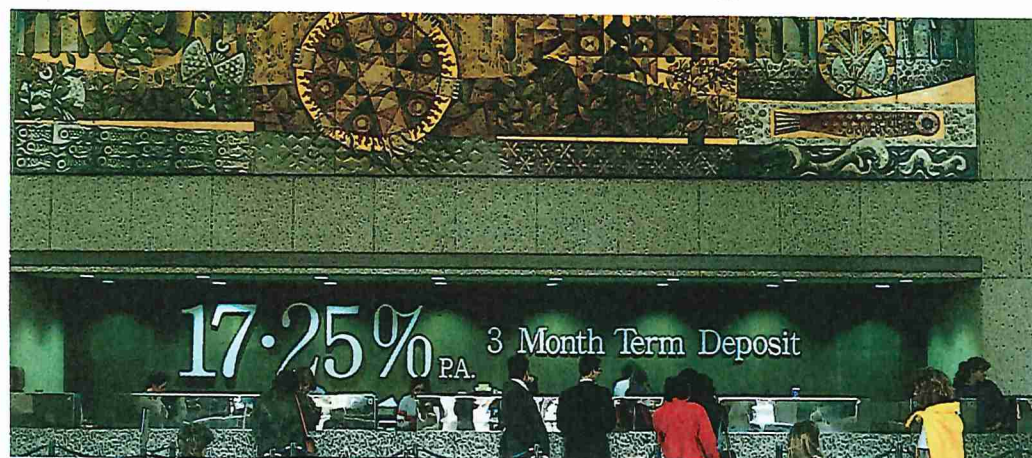
A proud looking team pictured with their performance chart. Front row from left are, Lynne Gibbs, Barbara Alford, Marilyn Gaff, Diane Heavey, Debbie Harvey, Noeline Varley, Sue Gilbert, Brian Loney (Assistant Manager) Middle row from left, Lisa Levins, Kerryn Cannan, Michelle Foote, Peter Stephens, Diane Fisher, Helen Stoikos, Clair Wood, Kevin McNamara. Back row from left, Judy Phillips, Daryl Jurgens (Manager), Lucy De Iuliis, Renae Robertson, Amanda Moody, Kyri Sgardelis, Erica Jeavons, Jan Crapper, Peter Wain. Absent, Mary Cobern, Steven Mark, Cathy Voight, Mary Elliott.

State Bank Centre Branch has certainly been a spectacular sight throughout the Term Deposit campaign with bunches of helium balloons in corporate blue and white filling the spacious banking chamber.

Just as spectacular has been the result for the number of Term Deposits opened on average per day. Before the campaign started, staff at State Bank Centre were opening approximately 15 Term Deposits. The average now is 50 Term Deposits per day.

Alex Kontogiannis
State Bank Centre

SBC Branch — A Spectacular Sight and Result



State Bank Centre Branch comes alive during the Term Deposit campaign.



Gareth Jones, of Stud Park Shopping Centre Branch, and Neil Livingston, of Electronic Banking, at the Electronic Banking display in Stud Park shopping mall.

Photo Frenzy at Diamond Creek

The staff at Diamond Creek Branch are photographic buffs.

So much so, that they recently competed in their own in-branch photography competition to show off their creative skills.

Photo categories were: Sporting, Social, Comic, Baby, Animal and Open.

And what a talented bunch — out of the 22 staff, over 100 photos were entered!

The winners each received a bottle of champagne to toast their success.

Leah Woodward Heidelberg Region



Some of the winning buffs, from left are, Lorraine Burdett, Liza Coghlan and Sue Harrison. Absent, Anita Spark, Michelle Floyd.

Koo Wee Rup

Koo Wee Rup is famous for its annual potato festival and exporting asparagus.

Jetpak are Victoria's largest growers and exporters of asparagus and currently have 400 acres under crop. All of their banking needs are serviced by Koo Wee Rup Branch.

During the asparagus season, Jetpak employs 300 people to process and pack for overseas markets, the majority of which is exported to Japan.

The asparagus is harvested at 5.30 am, is then chilled and on the plane bound for overseas that afternoon.



Graeme Elso, Manager Koo Wee Rup, together with popular local identity Charlie Motta checking the quality of asparagus.

Traralgon Sale Yards

Gippsland and Northern, one of SBV's corporate clients, has recently opened new improved saleyards in Traralgon.



From left, Don Haley, Customer Service Manager Traralgon, Derek Lowe, Marketing Support Officer, Bill Pitcher, Rural Valuer, Alan Axford, Manager Traralgon, at the Traralgon Saleyards.

Warragul Bouquet



Warragul staff members Wendy Farthing and Gordon Kitchen at Rouses Flower Farm, Warragul.

Bairnsdale Branch Classified Officers



From left, Chris Ashley, Angela Martin, Bob Tanner, Lee Spalding.

Bairnsdale — A show piece of the East!

Bairnsdale Branch is one of the Bank's show pieces in Eastern Victoria, with first class amenities for both customers and staff.

The branch finished third in the recent Opportunity Knocks campaign and Gippsland itself was the overall regional winner.



Back row, from left, Donna White, Michelle Fletcher, Lee Spalding, Ken Leggett, Bob Tanner, Chris Ashley, Miranda Goodwin. Front row, from left, Julie McCluskey, Lynette Maggs, Angela Martin, Danai Peace, Narelle Henry, Laura Confait, Carolyn Nelson, Margaret Raissis, Suzanne Baldacchino, Kylie Hoffman, Jodie Slater, Andrea Bartlett.

Tourism and Fishing

Lakes Entrance has one of the largest commercial fishing industries within Victoria and is one of the most popular tourist resorts in the Gippsland Region. It is also renowned for the infamous sand bar entrance which has claimed many lives over the years.



Back row from left, Jason Cox, Kevin Langan, Relieving Manager. Front from left, Melinda McNamara, Leah Cunningham, Lois Hatley, Simone Smittou, Robyn Reggardo, from Lakes Entrance Branch.

Tak

During January 1989, 350 staff from Gippsland attended courses from tellers to appointees to management for supervisors and managers.

Regional training Sharleen Patton and Fabris identify to



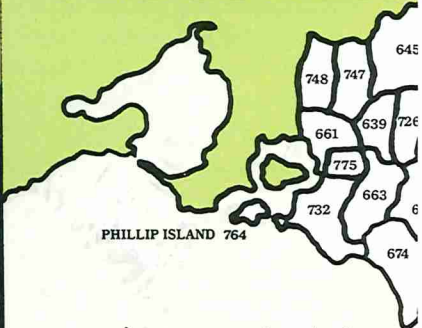
Taking part in a training session are standing from left, Trainee Robyn Fabris. Seated from left, trainees, Kim Hardy, Kim McKinnon, Dickie, Raelene Kitchin.

OUR REGION OF THE M GIPPSLAND

A Jewel in the crown rural Victoria



Senior Regional Manager, Bob Gow.



Gippsland abounds with natural unspoilt beauty, boasting the snowfields of Dinner Plains, Mount Hotham, unique Wilsons Promontory and Phillip Island. Lakes Entrance with its spectacular waterways and Ninety-mile beach and Warragul, Drouin and Neerim South with greenery to rival the Emerald Island itself complete the picture.

Gippsland is characterised by a variety of diversified industries, both primary and secondary. One of the prime industries, timber, is serviced by our branches at Orbost, Heyfield, Traralgon, Morwell, Morwell Church Street, Morwell Mid-Valley, Moe and Churchill. The Maryvale Paper Mill at Traralgon is equal major employer with the State Electricity Commission in the valley.

Beef production is spread throughout the region. Dairy farming is concentrated in the west and south — Leongatha, Koo Wee Rup, Warragul and Drouin. Vegetable production thrives in Koo Wee Rup, Bunyip, Garfield, Mirboo North and Bairnsdale.

Gippsland has oil rigs off Sale, with most of Australia's crude oil and natural gas resources found in the area, and the thriving fishing industry at Lakes Entrance, Toora and Phillip Island.

The mining of copper, zinc and silver began at Benambra near Omeo in 1988, and a range of construction, manufacturing and fabrication

companies are located throughout Gippsland.

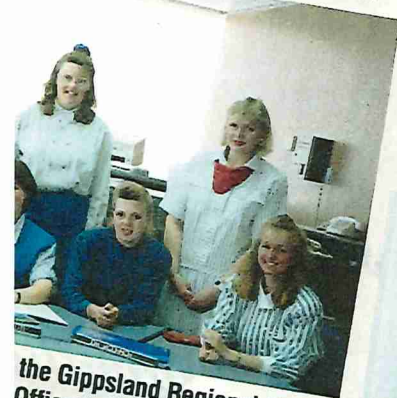
The Bank employs 358 staff members in the Gippsland Region, of which 339 service our 34 branches. The most predominant feature of the Region is the immense distance to travel between branches having a direct impact on administration, communication and staff development.

For instance, Phillip Island to Omeo is 400 kms and Garfield to Orbost is 295 kms. A visit from the Regional Office to Orbost, Omeo, Bairnsdale and Lakes Entrance entails three days and two overnight stops.

Staff training at our Regional Centre for a four day course means that trainees have to be accommodated for three nights in motels in Traralgon.

away Training

October members Region ang new credit visors requirements, and implement the appropriate session to help staff perform their day to day tasks. One such activity is the newly devised Business and Association Account Course, which is particularly beneficial for enquiry counter staff. The transportable training room enables sessions to be conducted within branches and other venues wherever the need arises.



the Gippsland Regional Centre Officers Sharleen Patton and Christine McMaster, Michelle



Regional Manager, Lindsay Green hard at work.

Omeo in the white



Acting Relieving Manager, Omeo, Leigh Davidson together with Helen Brooks outside the Dinner Plain Resort/Hotel General Store. Dinner Plain is the only place in the Victorian snowfields where freehold land may be purchased.

Facelifts and a new location

This calendar year Gippsland Region has had major renovations to both Drouin and Wonthaggi Branches. Korumburra has moved to new premises in the main commercial sector.



Drouin Branch staff from left, Catherine Butterworth, Linda Tropea, Melissa Bibby, Vicki Atwell, Wendy Daly, Bob Healey, Manager, Joe Cicala.

Field Days

Gippsland is involved in three Field Days each year at Fish Creek, Lindenow and Lardner Park.

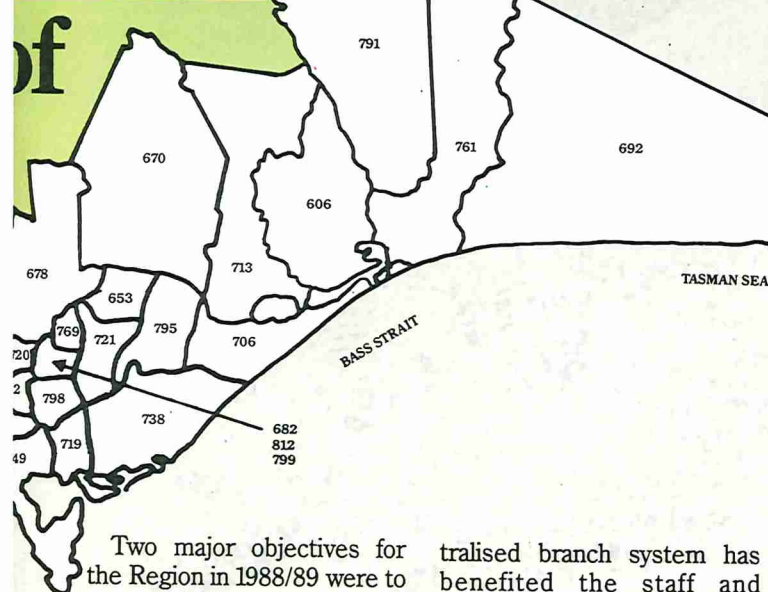
Lardner Park Field Day is now the largest of its kind in Australia with more than 70,000 people attending this year. State Bank Victoria is equal major sponsor of the event with Mobil Australia.



At the inaugural Field Day at Fish Creek are Ralph Franklin, Rural Valuer, left, and Derek Lowe, Marketing Support Officer.

WONTHAGGI

led by Derek Lowe Marketing Support Officer with the help of the land regional team



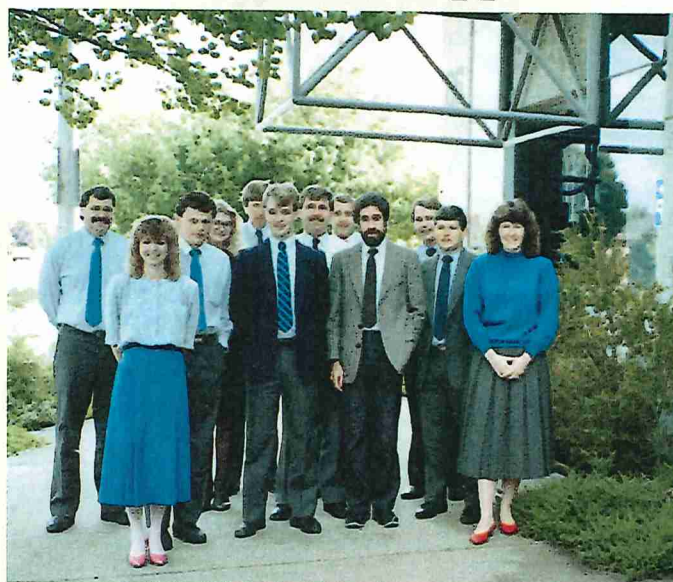
791 OMEO	748 GARFIELD	719 TOORA
606 BAIRNSDALE	747 BUNYIP	720 TRAFALGAR
761 LAKES ENTRANCE	726 WARRAGUL	732 WANTHAGGI
692 ORBOST	663 KORUMBURRA	661 KOO WEE RUP
713 STRATFORD	667 LEONGATHA	764 COWES
706 SALE	737 YARRAGON	639 DROUIN
738 YARRAM	775 LANG LANG	798 CHURCHILL
670 MAFFRA	749 FOSTER	674 MEENIYAN
795 ROSEDALE	682 MORWELL	
678 MOE	812 MORWELL MID-VALLEY	
721 TRARALGON	769 NEWBOROUGH	
653 HEYFIELD	799 MORWELL CHURCH ST.	
645 NEERIM SOUTH	742 MIRBOO NORTH	

Rural Lending Shines



Regional Lending Section from left, Leanne Staple, Ross Chapman, Martyn Scrimshaw, Sharyn De Vink, Doug Prestidge, Peter Bolton.

Who's who in Gippsland



Regional staff members, from left, Derek Lowe, Sue Ferguson, Tim McMahon, Sharyn De Vink, Colin Cofield, Michael Patterson, Gerald Geraghty, Doug Prestidge, Grant Irving, Ross Chapman, Martyn Scrimshaw, Leanne Staple.

Orbost — The last stop

Orbost is our last stop on the Princes Highway towards NSW and is three hours drive from the Regional Centre.

The area is dependant on the timber industry and also

on the farming community. The town has been in the news lately with both Australian Paper Manufacturers and North Broken Hill vying to build a new paper mill in the district.



From left, Ron Moore, Manager, Suzanne Werner, Gail Christy, Peter Burton, Orbost Branch.

Two major objectives for the Region in 1988/89 were to firstly maximise growth by acquiring more good quality business for our branches, (with particular emphasis placed on the rural businesses), and secondly, continue to provide optimum customer service.

Efficient and friendly customer service is paramount in the minds of country branch staff. Their close association with the townspeople helps to ensure that customers' needs are met promptly.

Gippsland was the first Regional Office to be established. Our branch staff responded quickly to the challenge and their co-operation has accounted for the success of regionalisation.

The move from the cen-

tralised branch system has benefited the staff and customers of the branch network, most significantly in the rural sectors.

In the past, rural branches could feel isolated and neglected of support or information. However there has been a noticeable improvement since regionalisation. Its future development will ensure increased productivity and the continuation of harmonious relations with our current and prospective customers.

Bob Gow
Senior Regional Manager

An Ode to Christmas



10 December

Hey guys, it's Christmas time, let's get boozed
This is the one time in the year we've got an excuse
To really let go, relax and have fun
For once we don't have to listen to anyone.

There's no harm in being drunk, at home or at work,
I'm not dangerous, it's only a bit of a lark
I don't lose control, I can handle my drink
After all, I'm only having a few — I can still think.

10 January

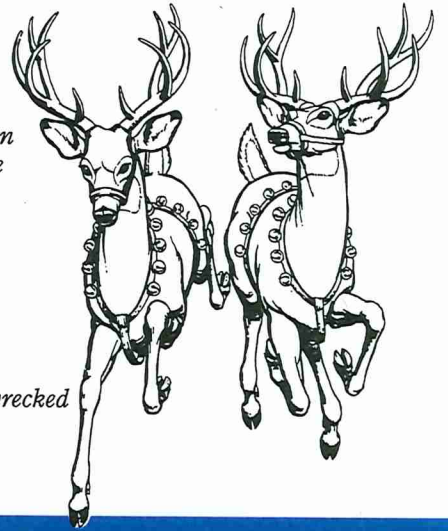
Hi guys, its me again ... what did Santa bring you?
Have you heard about Sally? — I know she only had a few

I was with her, partying, the day she died
Yet the hospital said her blood alcohol was high.

We had a party at work which I thought would be fun
But Mr Smith called me in and told me what I'd done
I don't remember much really, except being ill
He said I'm facing the sack — I feel such a dill.

What went wrong? I don't understand
I thought I had the situation in hand
I wish I could go back to before Christmas again
I know the results now wouldn't be the same.

I'd stop drinking earlier, as soon as I felt the effect
I would still have had fun, but without my job being wrecked
I could have stopped Sally too — if I'd really tried
Oh why can't I go back, she'd still be alive.



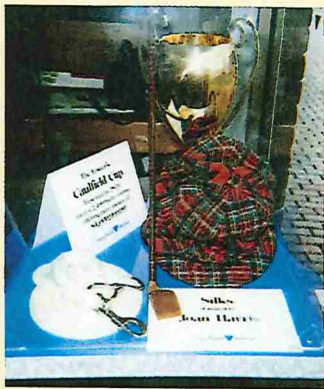
WORKING INTEREST

Caulfield East "Fostering" the Caulfield Cup!

Staff at Caulfield East Branch had the honour of displaying the Fosters Caulfield Cup Trophy for the two weeks preceding the 1989 racing event.

The trophy valued at \$3,000 was part of a display that included silks donated by Joan Harris, a customer of Caulfield East and other racing items of interest. Unfortunately the \$1,000,000 prize money was not on display!

Sandi Costa
Ormond North Region



Caulfield East's Caulfield Cup Display

Buzzer ready!

Patricia McLean, Secretary-Receptionist to Keith Wickins, Manager of State Bank Centre Branch, appeared on Sale of the Century in September, winning a matching set of luggage and \$500 cash.

It was Patricia's second appearance by invitation on the show.

Despite her previous appearance, she still had to re-audition, completing a written test of 50 questions. Patricia comments: "After successfully passing the written test, contestants are then interviewed and tested to make sure they are able to cope on camera. Taping for the show begins at 7.30 am and continues all day. It was good fun and a thoroughly enjoyable experience."



Patricia McLean back at work, following her appearance on Sale of the Century.

Barbara Howe
CBD Region

Comedy Company revisited



Kim Gyngell and his friends at Forest Hill.

Kim Gyngell, alias Col Carpenter of Comedy Company fame, recently turned up to see his friends at our Forest Hill Branch and offered his services to the staff.

Kim, surrounded by his State Bank Victoria fans, then smiled for the True Blue camera.

Kathy Constantinou
Box Hill South Region

Silver for service

Rhonda Langdon, of Ferntree Gully Mountain Gate Branch, and Paul McInerney, of Box Hill South Regional Centre, were recently presented with 10-year service awards as recognition of their service to the Bank.



Rhonda Langdon shows her silver ingot.

Kathy Constantinou
Box Hill South Region



Paul McInerney, right, receives his award from Regional Lending Manager Ian Walker.

David's an A Grade winner



Colac's badminton champion, David Banham won the A Grade Men's Singles in the recent Colac Badminton Association's championship. David started his love of the sport at the age of twelve, and has been a member of "Jokers" team in Colac for the past six years.

David Banham.

Christine McCallum
South Central Region

Retirements

James Rantall, of Terang, joined 1950
Barrie Bunning, of Mornington, joined 1951
John Cocks, of Keilor East, joined 1950
Ray Ransom, of Bentleigh East, joined 1950
William Chapman, of reserve staff, joined 1950

In the red at Central

A recent drive by the Blood Bank prompted the staff at Central Branch to roll up their sleeves.

Ten first-time donors journeyed off to the Flinders Street Blood Bank and each gave a pint of blood. In the words of one of the novice donors, "The staff at the Blood Bank are terrific. Giving blood is painless and knowing that you are helping the community leaves you with a great feeling. Remember one day you may need blood!"



Central Branch staff donors. Back row, from left, Keith Green, Paul Hulls, Debbie Sretenovich, Rhonda Burns, Melanie Wright, Simon Reeves. Front row, from left, Linda Campbell, Consuelo Belvis, Anne O'Hara

Barbara Howe
CBD Region

State Bankers excel in the 3 Rs

SBV was a fighting fit force at the recent Readymix Run/Ride/Run held as part of the HBA Western Region Games in Melton on 22 October.

The Games are held in the western suburbs over a two week period. Melton West Branch and Parkville West Regional Office were co-sponsors of the event, which attracted over 300 competitors.



Part of our fighting fit force from left are, Steve Vineberg, International, Kelly Little, Fitness Centre, Lisa Phillips, Training & Design, Kelly Tatlow, Staff Training, Gabrielle Hegarty, ex-Fitness Centre.

Kelly Tatlow Staff Training

Watch out Wimbledon

Sandra Barnes and Jim McKeagney, of State Bank Centre Branch, are representing State Bank Victoria

in the Corporate Tennis Challenge which has been organised through our Fitness Centre.

There are seven rounds in the competition which is played at the Tennis Centre every Tuesday starting at 7 am!

Results are calculated on the number of games won, with matches consisting of a men's and women's singles and a mixed set. To date, Sandra and Jim have won the first two rounds.



Tennis champs Jim McKeagney and Sandra Barnes.

Barbara Howe
CBD Region

HOW WILL YOU BE CELEBRATING CHRISTMAS?

With the help of our trusty correspondents, True Blue has randomly selected staff from different areas of the Bank to let us in on what Christmas means to you and how you will be celebrating this year. Here is what you had to say . . .

An extra special Christmas

Christmas this year for Karen D'Amato, Credit Analyst of Box Hill North Region will have an extra special meaning for her and her family as she will be married on 30 December.

"I look forward to Christmas each year because the festive season seems to affect people in a very positive way; people seem to be much happier and kinder to each other.

"My two nieces are now old enough to join in the fun on Christmas Day, and it will be the best present for me to see the look on their faces when they unravel the wrapping from their presents.

"I really don't care what I get for Christmas, receiving

gifts is not that important to me, I just look forward to having the whole family together, sharing in one of the most special days of the year."



Karen D'Amato, Box Hill North Region.

"I love the Spirit of Christmas"

"To me, Christmas is the celebration of the birth of Christ. Without Christ there would be no Christmas.

It is a lovely time to send cards to friends and family to wish them health and happiness for Christmas and the coming year. It is also the time to write to friends and family interstate and overseas. Often these welcome letters are the only communication for the year and retain and strengthen friendships.

I love the "spirit of Christmas", where people find that extra time to smile and wish each other "Merry Christmas" and generally show goodwill.

I celebrate Christmas by going to church with my family on Christmas morning to thank God for his son Jesus Christ, the hope and salvation of the world. Church provides the opportunity of giving to those less fortunate in other countries through the Christmas Appeal. It is also an opportunity to tie a gift onto "The Empty Christmas Tree." These gifts are then sent to missionaries in Australia or overseas.

Christmas Day includes the

excitement of exchanging gifts and sharing Christmas lunch with family, friends and, where possible, including someone who would otherwise be on their own.

For some, Christmas is the loneliest day of the year.

I find Christmas is also a time to look back over the passing year and a time to look at the new year. This year we look at the start of a new decade which will lead us into the year 2000 and the twenty-first century.

I feel this world is a better place for knowing Christmas."



Margaret Dumpleton, Network Support.

STUCK FOR GIFT IDEAS?

The SBV Staff Shops at State Bank Centre and Kings Gardens may have the solution to your Christmas woes of what to buy your friends and family and help you stay within your budget.

All items are priced well below normal retail price — often at half price!

There is an extensive range of gift items; Orotan jewellery, chocolates, luggage, ties, toiletries, soft toys, glassware, stoneware, picture frames, placemats, coasters, kitchenware and the list goes on.

Other Christmas items such as wrapping paper and cards are also available.



A sample of the quality merchandise the Staff Shop has to offer.

Celebrating in a big way

Christmas is a double celebration for G2 Annie Rattray of Footscray North Branch; Annie's birthday is just before Christmas.

Annie and her family celebrate Christmas in a big way. The week before Christmas, about 80 members of her family get together at her Aunt's home and have a party, where her Uncle dresses up as Santa for the children.

Lunch is always an event for Annie and her family on Christmas Day. This includes traditional roast turkey, cold meat and salad and Annie's favourite — Christmas pudding and custard.

With thirteen nieces and nephews, Annie starts her Christmas shopping early. She had finished all of her Christmas shopping by the start of November.

Annie has no special wishes for presents this year, but tells us her favourite all-time presents were a bottle of bubble bath in a champagne bottle and a music box.

Annie wishes a safe and happy Christmas to all her fellow State Bankers.



Annie Rattray, Footscray North Branch.

Splashdown to Christmas

John Shingleton, Manager of the Retail Money Market Dealing Desk in Treasury loves the lead up to Christmas.

John and his family live three minutes walk from the beach and the closer it gets to Christmas, the closer it gets to splashdown!

Christmas Day for the Shingleton family will be hectic. As it is their turn to host Christmas lunch for the whole family, John and his wife will have plenty to do.

John says that his job will be to keep the kids out of his wife's hair while she prepares a traditional Christmas lunch followed by a scrumptious seafood Christmas dinner of crayfish and prawns!

Unfortunately John seems to always have one failing at Christmas.

"Somehow I always seem to leave buying my wife a gift to the last minute, usually at 5.00pm the day before Christmas."



John Shingleton, Retail Money Market Dealing Desk, Treasury.

Eat and be merry

Christmas for Paul Gleeson of Auburn South Branch holds many contrasts.

Paul can be found madly shopping for last minute Christmas presents, the day before the actual event.

Every year he promises himself, like many of us, to be more organised and buy early, but unfortunately it's only a dream.

Paul usually spends Christmas Day enjoying Christmas lunch with his family. A traditional roast with all the trimmings is always served, but his favourite is hot Christmas pudding with brandy sauce, cream and sugar.

After the festivities are over, Paul relaxes at the beach.



Paul Gleeson, Auburn South Branch.

SuperSafe ADF's 5th Birthday Party

SuperSafe ADF recently celebrated its fifth anniversary. The fund is the largest approved deposit fund in Victoria and the second largest in Australia with over \$870 million under management.

To mark this outstanding result and happy occasion, staff from Managed Funds Administration, Investment Management, Treasury and Financial Planning Services celebrated by eating a huge inscribed birthday cake.

Your Christmas and New Year public holidays

Last day of work
Friday 22 December

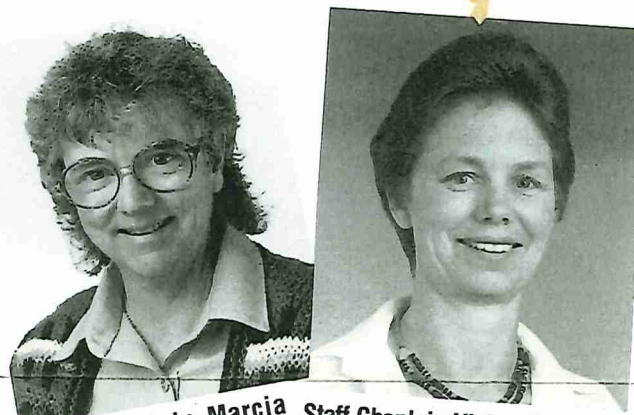
Christmas Day
Monday 25 December

Boxing Day
Tuesday 26 December

New Year's Day
Monday 1 January

Australia Day
Monday 29 January

Light up your Christmas



Staff Chaplain Marcia McMahon. Staff Chaplain Vivien Williams.

Wise men. A star. Shepherds. A manger. A baby born to bring peace. These unusual images, when reviewed by candlelight, contain the power to move us deeply.

In such candlelight we have the capacity to see or perceive differently. The space is created for something to happen. It is not simply recalling the child named Jesus; but more an awakening of ourselves.

By bringing our previous year, or decade, into the light, what can be observed?

Some of us, like the wise men, will have been searching — pursuing our star, looking for meaning and trying to find the way that makes sense.

There may have been deserts to cross, sometimes alone, before seeing the light. At times it will have been necessary to stop and ask advice — to reset the course and summon the courage to keep moving forward.

At certain stages, our journey calls us outward; at other times the challenge is to seek within and listen to our needs stirring beneath the surface.

Many of us will have experienced a loss, of life cut short, a broken relationship, illness, or seeming failure to live up to expectations and commitments. Events we didn't expect.

Paradoxically, new life has been offered to us through all these experiences.

The shepherds recognised it, with the coming of Jesus. Pride, self-pity, guilt, blame, apathy and cynicism give way to peace, hope and love.

What on the one hand appears dark and often without meaning is, in the light of a star, able to be seen differently — in time.

No one comes to the child Jesus in isolation. The wise followers may begin their journey alone, shepherds may be drawn from assorted flocks.

But the search for one's own meaning is simultaneously a drawing into the community and a constant invitation into the realm of self-giving love.

Genuine celebration of Christmas entails being able to focus in on this light. Somewhere in the midst of our individual preparations for the season there is a deeper summons to inner peace and the promotion of human dignity.

The courage to do this may mean that we no longer search in a vacuum for God, but recognise that in the form of a vulnerable child, creative love is here amongst us.

Vivien Williams and
Marcia McMahon
Staff Chaplains

Butt out in the New Year for a new you

Smokers, are you ready to take the plunge into a healthier lifestyle?

If so, we would like to help — join the SBV "Buttless Club".

There is no better New Year's resolution than the commitment to quit smoking on 1 January 1990. A new year, a new decade, a new you!

Membership is valid for three months, from 1 January. The only club joining fee is your dedication to a healthier and happy you.

If you're interested in being a part of this exclusive Club or just want to find more about it, call Catherine Brizzi on: 604 9045.

When you join the Club, we'll send you a special "buttless" pack containing helpful hints and a plan of attack.

When you've proved that you've successfully stopped smoking after the three month period, we'll send you a

memento in recognition of your personal achievement.

We'll be publishing helpful hints in the next three editions of True Blue.



Hint Number One

Involve as many people as you can from your area. You'll find it's easier to stop smoking if you're not making the effort alone.

Here are some facts from Dr Phil Soffer the Banks' medical officer that may influence your decision to join the Buttless Club.

- Smoking is the greatest single preventable cause of death in Australia today. About 17,000 Australians die each year simply because they smoke.

- Between 3 and 4 out of every 10 smokers will die because of their smoking.
- Smokers have 10 times the risk of developing and dying from lung cancer, emphysema and chronic bronchitis compared with non smokers. 7500 Australians die of lung cancer each year, simply because they smoked.
- Smokers have between 3 and 5 times the risk of stroke compared with non smokers. 1500 Australians die of stroke each year simply because they smoked.
- Women who take the pill and smoke have up to 20 times greater risk of stroke and heart attack.

*Dr Phil Soffer
Medical Officer*

Calling all shutterbugs

Send True Blue the most hilarious picture (with names) taken at your Christmas party in your office, branch or regional centre.

We will select the funniest photo from each area and publish it in February's edition of True Blue.

Send your entry to Adam Hankin, Communication Department, by 12 January. Start clicking.

Yes folks, Father Christmas is back in town



Father Christmas and Friends

Anyone for Golf?



Winning golfers from left, Bo Thongvilu from ISD who came third, Greg King from International, winner of the tournament and Ashley Bramich also from International who won second place.

The SBV Social Golf Club held its inaugural club championship in early November at the Goonawarra Golf Club in Sunbury.

A field of 26 players took part, in conditions which proved very difficult.

Up for grabs was the Frank Thomas Cup, named after one of the members. Frank donated all trophies and has been very generous with his

time and support for the club.

Winner of the 1989 Club Championship was Greg King of International.

The SBV Social Golf Club is looking for new members. Whether you are a 4 or a 44 handicap come along and join in the fun.

Call Greg King on 604 6523 if you're interested in joining or just finding out more about the Club.

State Bank Victoria's sports complex at Albert Park was ablaze with colour and activity on Sunday 26 November as more than 1,400 children enjoyed the Bank's annual children's Christmas party.

As children ran from one activity to another, parents settled down to relive the past and catch up with previous and current colleagues.

As well as the Bank's two Father Christmases distributing presents to children, amusements included pony rides, a horse-drawn coach, Lawrence the Magician and the Stilt Man.

The weather was perfect and the party attracted more than 4,000 people who said it was the best children's Christmas party that had been held.



The Stilt Man makes his appearance

*Rex Anderson
Social Secretary*

Produced by Communication Department
Managing Editor.....Carin Lavery
Associate Editor.....Adam Hankin
Assistant Editor.....Catherine Brizzi
Enquiries.....604 9033

PRODUCT SPOTLIGHT

Would you like to win a box of chocolates for either yourself or maybe to give as a present? All you have to do is answer the three questions at the end of this article, write your answers, your name and where you work on the back of an envelope, and send it to Communication Department by Friday 19 January. The first 10 correct entries will win a box of chocolates.

High Yield Call Account

For customers who want a high return but don't want to tie their money up, the High Yield Call Account will meet their needs.

Rates are tiered with interest calculated daily and credited to the account monthly. Treasury sets the reference rate and reviews it weekly, based on the professional money market rates.

Customers have immediate access to their investment. The minimum initial deposit is \$5,000; subsequent withdrawals and deposits must be at least \$1,000.

As it is a statement account, customers withdraw from their account by writing a cheque. The first five cheque debits per month are free, but with each additional one, the customer is charged a \$5.00 fee. This means that this account is not for the customer who wants to use it as an everyday operating account.

Questions

1. Name three main features of the High Yield Call Account.
2. What are the deposit and withdrawal conditions?
3. Why shouldn't customers use this account as an everyday operating account?

A True Blue Christmas

Merry Christmas and Happy New Year to you from Carin, Adam and Catherine, your True Blue team.

We're really looking forward to hearing your news and views during 1990, so make sure you let your correspondent know what's been happening in your area.

Here is a list of your correspondents:

Regional

584 Central Business District
Barbara Howe
586 Parkville West
Raelene Danaher
587 Parkville North
Tracey McGee
588 Heidelberg
Leah Woodward
589 Box Hill North
Stuart Cooper
590 Box Hill South
Kathy Constantinou

591 Ormond North
Sandi Costa

592 Ormond South
Leone Murphy

593 Frankston
Jeff Hyde

894 South Central
Christine McCallum

895 South West
Carolyn Davis

896 North West
Ivan Phillips

897 North Central
Wendy Watkins

898 North East
Joanne Dunn

899 Gippsland
Derek Lowe

001 State Bank Centre
Alex Kontogiannis

Head Office

Chief Executive's Division
Graeme Hordern

Corporate & International
Ken Martin

Information Systems

Management Services
Janet Rees

Marketing
Adam Trumble

Personnel
Peter Maguire

Retail Banking
Ian Jenkins

Treasury
Cristina Filtsos

Have a lovely Christmas.

Little Ripper



Ken Martin,
Corporate and
International Division

December's Little Ripper is awarded to Ken Martin, our correspondent from Corporate and International for his informative commentary about Christmas celebrations in our offices overseas.

STOP PRESS

Please note: there will be no edition of True Blue in January. Your first 1990 edition will be with you on 16 February.