



NEWSLINK

February, 1984

House Journal of Australia and New Zealand Banking Group Limited

Volume 10, Number 2

EXCITING NEW IMAGE CAMPAIGN

Bank seeks funds for Games



Staff are in the grip of a unique image campaign that hopefully will result in customers feeling that ANZ is the bank that serves them best.

• Left: Peter heads for the bar, as shown in the commercial.

• Below: Peter and fellow staff in the dealing room during the filming.

Six months of research and planning went in to the campaign, which was launched in Australia earlier this month.

Branches have been displaying easel cards and banners which simply say "ANZ The Bank That Serves You Best."

Staff have further point of sale material on display stands proclaiming the new slogan while presenting brochures on Bankcard, personal loans, term deposits etc.



But that's only part of the story of the new campaign. Branch managers throughout Australia were not only told about the campaign prior to launch, but many were shown an audio-visual production.



**The bank
that serves
you best.**

ANZ was quick to help the Queensland Olympic appeal by "buying" a \$3000 plaque. These plaques will be placed in the Queen St mall and ANZ's was the first to be laid.

A large crowd of shoppers stopped to watch Miss Australia Mary-Ann Koznjak, left, and Olympic swimmer, Lisa Curry, place ANZ's plaque in the pavement.

ANZ is a GOLD SPONSOR of the Australian Olympic team and is helping in every way to raise funds for the Olympic Federation.

ANZ Olympic Supporters Club of Australia (OSCA) is an official fund raising club with three levels of membership — gold, silver and bronze — with the objective of providing funds for the Australian team.

The WILLY money box, which sells over branch counters for \$1, is another way ANZ is helping to raise funds.

Olympic SOUVENIR PENS, which also sell over the counter at a cost of 25c, are a further example of ANZ's contribution to the Olympic fund.

The Bank has also been appointed distribution agent in Australia for the Los Angeles Olympic COMMEMORATIVE COINS of the USA mint.

The coins available are: 1983 and 1984 silver proof dollar coins and a 1984 American eagle gold proof coin.

A PRESIDENTIAL SET, consisting of a 1983 silver dollar and five 1983 US circulating coins (each with the head of a famous US President) presented in a brown suede case, is also available.

spotlight is heavy, the TV commercials which have been appearing on screens during the Winter Olympic Games this month.

Further TV commercials are due for release between now and the summer Olympics in Los Angeles, beginning late July. ANZ is a major (gold) sponsor of the games.

Chief general manager, Mr Will Bailey, told staff: "We are very excited about the new campaign. It is a bold step to establish ANZ in the minds of Australians as the bank that serves Australia best."

One of the commercials was shot in our London office to capture the international image of ANZ. The filming took a few days and interrupted the work-flow in the dealing room a little, but our staff took it in their stride and were most co-operative.

The star of the show is Peter Richardson, aged 36, manager international (customer services). An Australian who has been in our London office for five months. Peter "comes across" in the commercial very well.

EYE-CATCHING

DAY'S DARG

Jenny's form



Our staff at Pinaroo, SA, played an important part in the celebrations to mark the 75th year of local government. The ANZ float, which was drawn by two magnificent Clydesdales, was in a prominent place in the street parade and the costumes were so eye-catching that the local paper featured them on the front page.

• Above: Pictured on the float are, from left, Ashley Grant (manager), Simon Howie, Leanne Fischer and Stan Angove.

(By "Insider")

The new senior executive structure of AHQ was completed with the appointment of MR DONALD MERCER, B.Sc. (HONS), MA (ECON.) as general manager strategic planning and economics. Aged 42, Mr Mercer will take up his new position on March 1.

MR DAVID BUTCHER has been appointed chief manager in charge of community and corporate relations, AHQ. Mr Butcher, who has had extensive experience in public relations with such companies as Philip Morris, Bougainville Copper Ltd, Utah Development and Alcoa, will head the Bank's PR and Advertising departments as from March 12.

Seating was at a premium at the annual general meeting of the Bank last month. The well attended meeting caught out one or two of the late arrivals, including the chairman of CRA, SIR RODERICK CARNEGIE. He, like several other shareholders, sat on the marble centre piece of the 46th floor at 55 Collins St in spite of efforts to find him a softer seat.

Esanda staff know a lot about finance, but when it comes to



No, Jenny Borline, is not getting ready to repel an unwelcome visitor. But she is tops when it comes to wielding a softball bat.

WALKING WHERE?

There's no chance of the senior domestic banking officer, Tas, Rob Hanley, being cold in this gear — even in Hobart.

Rob is shown wearing an outer ventilate garment which will be used by a group of expeditioners from the Casey Antarctic base for the ANZ Superwalk on May 27.

The expeditioners, who hope to raise \$5000 in the 10km walk around Casey base will face temperatures of minus 20 degrees Celsius and winds of up to 250 kph.

The money raised will go to the Australian Cerebral Palsy Association.

About 200,000 people, walking from 250 centres around Australia, hope to raise close to \$4 million on that day.

Photo courtesy Hobart Mercury



to consult JOHN BERTRAND before the next Esanda sailing effort. Geelong, Vic. Esanda staff entered a raft in the annual Springding Festival raft race along with 30 others. While staff put a lot of time and effort in to making the raft, "mechanical problems" robbed them of victory, they claim.

The 1983 Queen of the Outback, KATIE McARTHUR, really is a product of the outback. Now a knitwear fashions teacher in Toowoomba, Katie was educated for six years through the School of the Air operated by the Royal Flying Doctor Services, for which Katie and others raised funds. ANZ has been associated with the outback quest since 1970 and Katie received \$400 in travellers cheques from ANZ as part of her prize.

Southern area manager, JOHN DURMAN made a well researched and humourous speech when WA state manager, MR REG TUXFORD, was farewelled in Perth. John spoke of the strong progress WA had made, particularly in the deposit area, under Mr Tuxford's leadership. About 170 staff attended the farewell dinner. Mr Tuxford has taken up his position in Sydney as AGM and state manager domestic banking, NSW.

Staff have received concessional rates for ANZ Visa card as from the card's launch day, February 6. Credit limits and repayment dates for Visa card are similar to Bankcard. Visa card is accepted both in Australia and overseas.

the Tas. softball team competing in the Australian championships in WA next month.

Jenny plays with the Devonport Rockets Gold in the Devon women's softball association. (Photo Courtesy The Examiner).

Bundall is number 31

Bundall became Queensland's 31st new point of representation opened in the last 30 months.

Previously a service centre, the branch moved to new, modern premises at 54 Bundall Rd, Bundall.

To celebrate the event, manager Bill Meacham and his staff played host to 100 customers and friends. The then assistant state manager, Alister Maitland (now state manager) attended along with area manager Surfers Paradise, Vince Hooper.

• Below: Alister Maitland is pictured, at left, with staff, Sheridan Honour, Narelle Wyvill, Mark Fraser, Bill Meacham, Harry Baynes and Eleanor Irish.



Courteous Leanne



Courtesy, a helpful attitude and a ready smile have won Leanne Allen the Devonport Rotary courtesy award. Leanne works in the Fourways service centre, Devonport, Tas. When she's not helping

Olympic appeal

The Olympic appeal got off to a good start in Ballarat, Vic, with a donation of \$500 presented in an unusual way — on the blade of an oar.

The significance of the oar lay in the fact that the appeal was launched on the shores of Lake Wendouree where the row-

ing was held in the 1956 Olympic Games.

• Below: Asst. manager Ballarat area branch, Ed Collins, is pictured, left, receiving the cheque from the chairman of the Ballarat appeal committee, Alf Clarke, right, watched by Greg Crompton (teller).



Computers in Islands

Carl Garley, recently appointed manager DP, Fiji has been setting up the Bank's computer system in Suva.

Previous to this appointment, Carl was manager consultant branch banking systems DP, AHQ.

It is anticipated that all branches and agencies will be fully converted to the com-



ANZ customers, Leanne enjoys horse racing, basketball and is a part-time model. — Photo Courtesy The Advocate.

Tops in service

Wauchope, NSW, branch has won the North Coast area cup awarded annually to the most efficient branch in that area.

The cup was presented at an informal lunch by area manager, Graham Hopwood. When accepting the cup, Wauchope manager, Phil Newsome, praised the efforts of his staff. The award is always made to the branch providing the best customer service.

• Below: Pictured, from left, are Kim Shultz, Garry Steel, Toni Salter, Paul Steptoe, manager Phil Newsome, Cheryl Schubert, area manager Graham Hopwood, Peter Mann, Julie Howe and Sandra McMillan.

puter system by the end of February, 1984. Nausori sub-branch was the first area to be fully converted.

• Right: Carl shown training his recently-appointed DP officer Sursen Singh, who was previously asst. accountant, Suva.

Computerisation has come to PNG. Our Waigani branch went operational for passbook accounts towards the end of 1983 followed by general ledger and current accounts.

Apart from a few teething problems, computerisation is running smoothly and accountant, Ralf Parker, said this will enable staff to give better customer service.

Other branches within the Port Moresby district became computerised by the end of last year, with the remainder being fully operational by the end of 1984.



'keeper Noel



Tas. state manager, Mr Noel Frost, showed his talents as a wicket-keeper when he visited the Tas. cricket ground to present a cheque to the state cricket team. ANZ and Esanda sponsored the team. Mr Frost is pictured with senior manager Esanda, Bryce Spinks and Tas. vice-captain, Brian Davidson.



FIRST ONE HUNDRED YEARS

A week of festivities celebrated the 100th birthday of our Bundaberg, Qld, branch.

The festivities started with a staff and family barbeque at Innes Park on Sunday, November 13 (the actual date the branch opened in 1883). Customers and staff shared coffee and cake throughout the Monday as people wandered into the branch to offer their congratulations.

Special guests included the mayor of Bundaberg, Ald. Cliff Nielson, state manager, Mr Alister Maitland, Nambour area manager, Ron Crosby and commercial accounts manager Nambour area Pat Bonus.

Bundaberg is well known as being the "heart of rum country" and is one of the oldest sugar growing areas in Qld.

The name came from "Bunda", the name of the local tribe of Aborigines and a variation of the Saxon word for town, "burg".

It was the birthplace of pioneer aviator, Bert Hinkler, one of the world's greatest wicketkeepers, Don Tallon, and singing great, Gladys Moncrieff.

Right: Bundaberg staff made a colourful picture in their centenary gear. Pictured, left, is area manager, Ron Crosby, next to state manager, Mr Alister Maitland, with branch manager, John Redman, seated.



RIGHT: Looking at an old photo of the opening of the branch are, from left, David Arnold (accountant), Lois Hendrickson, Carmel Allen and Elizabeth Cullen.





Staff managed to get a loan of this old typewriter from the Bundaberg Museum for their centenary display, but found it a bit heavier than our modern ones. Pictured, from left, are Kevin Ferguson, Jenny Murray, Marie McLellan and Maree Lathouris.



Pictured with the special centenary birthday cakes are, from left, Noela Smith, Basil Ryan (asst. manager), Kim Singer, Lyn Dobbs, Lorraine Amos and Phillip Ball.

Members of the executive board of the Australian Olympic Federation and senior executive officers of the Bank met at a cocktail party held on the 46th floor, AHQ.

Guests included president of the Australian Olympic Federation, Mr Sydney Grange, secretary general, Mr Judy Patching, plus members representing all states.

Representatives from the Bank were headed by managing director, Mr John Milne and deputy managing director, Mr Alwynne Kilpatrick.

ANZ's sponsorship of \$2.16 million is helping Australia send its Olympic team to Los Angeles later this year.



Right: Managing director, Mr John Milne, is pictured with secretary general of the Australian Olympic Federation, Mr Judy Patching.



Pictured, from left, are general manager organisation and personnel services, Mr Bob Bennett, president of the Australian Olympic Federation, Mr Sydney Grange, deputy managing director, Mr Alwynne Kilpatrick and chief general manager, Mr Will Bailey.

Of frogs . . .



The gift of one, small, green frog to Tracey Birthisel, Northland, Vic, (above) started a chain reaction that threatens to engulf her in the little creatures.

Sometime ago Tracey was given a frog which she put on her teller's desk. Since then customers keep giving her frogs until she is now surrounded by an army of frogs in all shades of green, all shapes and sizes.

They come from all over the place including two from Scotland, one from Perth and, the latest — a large, cane toad — from north Queensland. This was given to her by Preston area manager, Peter Wilks, who knew of Tracey's frog collection and couldn't resist adding to it.

The frogs are a real talking point with Bank customers and Tracey has become very attached to them.

MORE FAMOUS SILVERWARE

The unveiling of the Davis Cup in the foyer of our 55 Collins St., Melbourne, branch was an exciting event for staff and passers by (there were many faces pressed against the windows to catch a glimpse of our Davis Cup stars).

The Cup arrived from London in three packing cases and was put on display in our Gothic Bank, 388 Collins St., after the unveiling.

The Davis Cup squad looked magnificent in their cream uniforms and it was a proud moment for them as they stood around the coveted trophy, which they were to win only a couple of weeks later.

• Below: Pictured, from left, are Brad Drewett, John Fitzgerald, Mark Edmondson, Neil Fraser (captain), Pat Cash and Paul McNamee.



• Below: It was an exciting moment for Vic. public relations staff, Paddi Jacks, left, and Jane Holden, as they unpacked the magnificent Davis Cup on its arrival.



Organs . . .



A large display of pianos and organs was held at the Gothic Bank, 388 Collins St., Melbourne to promote Bankcard and personal loans. In addition to the display, customers were entertained by staffer, Lynda Bailey, on the piano.

The display was organised in conjunction with Bank customer, Paul Hayward music centre. Pictured at the piano is Lynda Bailey watched by, from left, Bob Germain, Christine Robertson, Helen Rabel and Melissa Heyen.



... and a hobby

Left: To coincide with the barrier draw and festivities during the two days preceding the annual Ballarat Cup, all staff at Ballarat East wore colourful jockey silks.

The addition of a bookmaker's stand in the branch added to the racing atmosphere.

Pictured from left, back row, Wayne Parken, manager David Begg, Kay Meaney, Mick Daniel, Rodney Hocking, Chris Rummler and Ian Porter, front, Maree Michell, Leanne Streatfield and Lou Gigliotti.

Racing ...



Singing might just be a hobby for Theresa Calcutt, Northland, Vic, (left) but her talents have won her a series final in the popular television show, New Faces.

Theresa likes singing ballads and it was her rendition of "Through the Eyes of Love" that won her the series final. She also won the judges' choice and later returned as a guest artist.

Theresa said she has no ambition to be a singer. It's just a hobby that she enjoys.

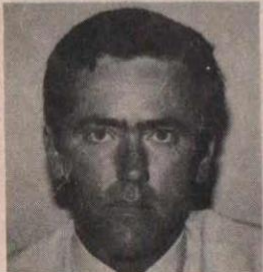
NEW MANAGERS



TILLY VERVOORT, 38, has been appointed manager advertising admin, A H Q, from marketing officer, WA admin.

Her experience in the Bank includes data processing, accountant Tuart Hill, WA and operations officer, northern area, WA.

Tilly is single and enjoys going to the theatre, dressmaking and reading. A former Victorian, Tilly is looking forward to following VFL football again.



DAVID HANCOCK, 29, has been



JOHN ALLPORT, 31, has been appointed manager corporate accounts Vic, from senior advance officer, 388 Collins St., Melbourne. John is married with one child and enjoys playing tennis and competitive ten pin bowling.



IAN JAMES, 43, has been appointed manager Mansfield, Vic, from asst. manager Bairnsdale. Ian is married with two children and enjoys playing tennis,

breeding horses, collecting British and Australian war relics. He is a member of the Antique and Historical Arms Collectors Guild and the Australian Palomino Horsebreeders' Association of Australia.



GRAHAM HOWARD, 36, has been appointed manager operations Dandenong/Frankston District, Vic, from accountant, 321 Lonsdale St., Dandenong. Graham is married with two daughters. He enjoys playing basketball and football.



Zeehan, Tas, from accountant Ulverstone. Gilbert is married with three sons. He enjoys fishing, hunting and playing squash, gardening and breeding horses. Gilbert is also a member of the Deloraine football club and bowls club.



PETER CANAVAN, 36, has been appointed asst. manager 457 Victoria Ave., Chatswood, NSW, from accountant, Haymarket. Peter is married with two children and enjoys motor racing and motor rallying.



DICK KOSTURIEC, 37, has been

Can you beat this?

HOW MANY BRANCHES CAN BEAT THIS?

Our Richmond, Vic, branch is truly international with six countries represented by its staff. Countries represented are Sri Lanka, Australia, India, Italy, Malaysia and Greece.

• Below: Pictured from left, back row, manager Rodney Frank (Sri Lanka), Bill Wambeek (Sri Lanka), Brendan McLoughlan (Australia), Rod Hill (Australia) and Elaine Gale (Australia); middle, Meera Ballachandran (India), Rosa Tornatore (Italian descent) and Alka Chopra (India), front, Nyun Chu Wan (Malaysia), Anne Karabatsos (Greece) and Suzanne Blok (Sri Lanka).



WELL EARNED



corporate accounts, WA, from advances officer PBO. David is married with two children. He enjoys playing squash, indoor cricket, gardening and fishing.



TERRY CASEY, 37, has been appointed manager Norseman, WA, from operations officer southern area, WA. Terry is married with two daughters. He enjoys playing golf, gardening and reading.



SCOTT LIMBRICK, 32, has been appointed manager Esanda north western Tas. area, from supervisor collections Esanda, Tas. div. Scott is married with two children. He enjoys playing cricket and squash and weight training.

stamp collecting. He is a member of the Bairnsdale Lions Club.



KERRY DODDS, has been appointed asst. manager Ballarat East, Vic, from accountant Ballarat. Kerry is married with three children. He enjoys playing tennis and fishing. He is also a member of the local Country Fire Authority.

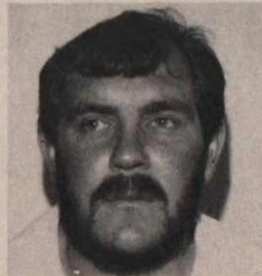


GEOFF ALLMAN, 35, has been appointed asst. manager Moorabbin, Vic, area branch, from accountant Oakleigh. Geoff is married with a son and enjoys playing squash, riding and

ROD HEPPER, 38, has been appointed asst. manager Nowra, NSW, from OIC Lavington service centre. Rod is married with three children and enjoys playing table tennis and golf. He is actively involved with church activities.



RON COOPER, 31, has been appointed corporate accounts manager, NSW, from lending officer, branch lending. Ron is married with two children. He enjoys playing squash and golf and is an Australian rules football umpire.



GILBERT VINEY, 30, has been appointed manager

appointed asst. manager Wollongong, NSW, from relieving officer Illawarra area. Dick is married with two children and enjoys playing squash.



JOHN GILCHRIST has been appointed manager Koo-wee-rup, Vic, from OIC Hoppers Crossing. John is married with three daughters. He is a member of Apex and has been involved on the committee of the local Blue Light disco. John also enjoys playing squash.



BRIAN DOYLE, 40, has been appointed asst. manager Bairnsdale, Vic, from accountant Colac. Brian is married with three children and is a keen collector of stamps.



Many hours of work earned these SA officers their A.A.I.B. awards. Pictured, from left, are Greg Green (Port Adelaide), Glynn Milton (Rundle Mall), state manager, Mr Robin Pleydell, who presented the certificates, Barry Slade (area manager CBD) and Jeff Pinkerton (manager Kilkenny). Barry and Jeff received senior awards.

New area premises



The new area premises recently opened at Brookvale, NSW for the Manly/Warringah area has brought together under one roof the area administration, banking operations for Brookvale branch and travel operations.

Staff pictured at the opening are, from left, Robyn Lang, Graham Brown, Debbie Kerr, Majetta O'Sullivan, Kerry Polly, (asst. manager), Jane Grebert, Phil Lowrey and Michelle Fitzgerald.

Reason to smile



Two staff who have every reason to smile are Mandy Cogley, Parkdale, Vic, and Herve Rivalland, accountant East Bentleigh (above). Both have won overseas trips.

Mandy won an eight-day trip to Fiji in the Miss Vic. quest raffle.

Herve won a nine-day trip to Hawaii in the ANZ travel campaign. He will take the trip at the end of next year as he already planned his holidays for this year.

Kiwi in Aussie

Lyndsay Fahey, retired NZ manager, has been awarded the Queen's Service Medal in the New Year's honours list. Lyndsay (below) lives in Melbourne and was awarded the medal for his service to NZ returned servicemen.

Lyndsay has been president of the NZ returned servicemen's sub-branch in Melbourne for the past 29 years and has given a great deal of his time to helping ex-



Surfers benefit



Thanks to ANZ, Warrnambool, Vic, surf life savers have a magnificent new surf ski.

Sponsorship by the Bank enabled the club to buy the surf ski which will be used at surf carnivals and for training. It will also be used

by the Vic. titleholders in various championships around Australia.

• Above: The Bank's own "surfie", Adam Steere, gets ready to try out the new surf ski, watched by western district area manager, Bill Wilson.

Who needs enemies...

Who needs enemies when you have friends like this?

When Vivian Price and Gary Muir were married, "friends" in their respective branches (Heretaunga St. Hastings, NZ and Lower Emerson St., Napier) had the same idea for sending-off the couple.

collected \$5 in cash, lollies and kisses from passers-by.

Meanwhile in Napier, Gary was tied to a similar pole, but all he managed to collect was a parking ticket from a surprised meter maid.

servicemen.
He joined the Bank in Dunedin in 1924 and retired as manager, 353 Elizabeth St., Melbourne in 1970.

He achieved the rank of major during World War II and commanded an artillery unit. Lyndsay is chairman of the Boroondara General Cemetery in Kew and has been a vestryman at Kew Anglican Church for 30 years.

He received the news of his award in a



telegram from the Governor General of NZ, Sir David Beattie and also received a telegram of con- gratulations from the Prime Minister of NZ, Sir Robert Muldoon and Lady Muldoon.

In Hastings, Vivian was tied to a power pole with a begging bowl in her lap. She

The couple were... joy a happy send-off from their friends.



New branch



The opening of Tasmania's latest branch, Lindisfarne, Hobart, was attended by state manager, Mr Noel Frost. Manager of the new branch, Russell Taylor, left, is congratulated by the warden of Clarence municipality, Paul Calvert, watched by Mr Frost.

Hobart pageant

ANZ sponsored Hobart City Council's Christmas pageant, which was led by Miss Australia, Mary-Ann Koznjack, in a vintage car. Staff pictured with Mary-Ann, from left, Gail Schmierer, Jayne Parnham, Denise Wright and Diane Parnham.



THIS CITY BELONGS TO

ANZ is well-represented in Canberra with eight branches in the ACT.

Recently-appointed area manager, Warwick Denton, said this area is different from any other in Australia. "The area is so diversified, ranging from the snowfields down to the coast. In the ACT itself, we are involved with public servants, the diplomatic corps and armed services — a very transient population with an average age of 40."

Canberra City, which is the area branch, has 67 staff including Esanda and travel. The premises are in the heart of the city shopping centre, giving staff a huge choice of shopping and eating facilities.

Right: Canberra City staff decorated their branch and themselves in colourful gear on Australia Day. Pictured, from left, are Marie McGlaughlin, Julie Murphy, Janene Peisker and Vicki Garlick.



Canberra City has a large ledger department and pictured are ledger operators, from left, Sue Quoyle, Lynn Williams and Mandy Puglisi.



Travel premises are bright and spacious on the mezzanine floor. Pictured is manager, Brian Haslam, with two of his travel consultants, Jann Robards and

Hobart PI is the only other ANZ branch in the city proper. Manager, Arthur Crittenden, has two asst. managers and a staff of 22.

The branch is based in the corporate section of Canberra, surrounded by insurance companies, banks and corporate houses.

The Bank's migrant advisory service is in this branch operated by Branko Prdjan, who is a Croation and speaks seven languages. "We probably have the largest amount of Croation customers of any ANZ branch in Canberra," Arthur Crittenden said.

Below: Accounting supervisor, Bob Malone, left, is pictured with Sharon Quinn and Glen Paulus.



Canberra is a city with an excitement Australia — it is the city of the Australians.

Canberra is the nation's busiest city. In the busy crowds there is a sense of seeing a well-known place.

It is the seat of our Federal Government, the centre of foreign diplomatic relations, the centre to learning and research as the Australian National Academy of Science, National Gallery and National Library.

Canberra is a beautiful city for visitors of all ages. It is a city with eight million trees and as much as 100,000 hectares of surrounding hills. Over hills and open space.

The centre of attention is the construction of Australia's new Parliament on Capital Hill. It is planned to be completed by 1988 for the 100th anniversary celebrations.

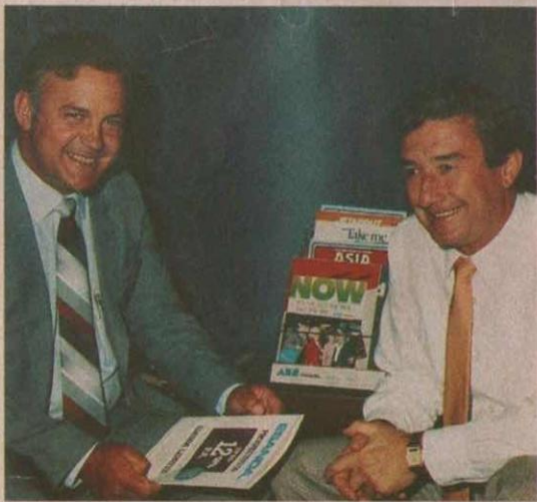
This building has been designed to meet the needs of Australia in the 21st century and beyond.

Our Belconnen branch is believed to be the largest ANZ branch based on a formula of floor area.

Manager, Col Killer, and Assistant Manager, Lloyd Plueckhahn, have 10 full-time staff to help them conduct the branch.

Belconnen mall was built in 1975. It is an impressive shopping centre. Government buildings all depict different departmental styles.

Because of this, the business is mainly based on personal service and the retailers in the mall.



Woden is the largest branch in ACT and is situated in the huge Woden Plaza shopping Centre.

The branch is managed by Rod Frazer, two asst. managers and 32 staff. The premises have an unusual design with tellers situated on all its three levels.

Above: Manager, Rod Frazer, sits with manager Esanda, Peter Maber, in the customer lounge area.

Below: Pictured are Woden staff, from left, Margo Rankin and Elke Dallinger.



Karin Laird (who is wearing her Australia Day hat.)

The sponsorship of the Australian indoor hockey championships for the first time was a different involvement for Esanda and involved a lot of extra work for manager, Peter Maber.

However, it was worth the effort as the championships were a great success with NSW defeating WA in an exciting final which went into extra time. This is the third successive year that NSW have won these championships.

The Esanda division has 10 staff and its business is mostly involved in car dealerships and property development.



Right: Pictured in the advance management section are, from left, Judy Naismith, Debbie Squire, Ruth Grech with Steve Williams at back.

Left: Pictured are Esanda staff, from left, Lindy Davies, Mark Partridge and Michael Johnson.



Pictured at the opening night of the Australian indoor hockey championships are, from left, manager Esanda, Peter Maber, his wife, Jean, Ann Denton and area manager, Warwick Denton.



Fishwyk is the only branch in Canberra set in a shopping centre. The branch opened in 1964 and is managed by Geoff Corbyn and his seven staff, plus two part-timers.

The proof centre for Canberra is situated at the Fishwyk Centre.

Staff pictured, from left, are Paul O'Dea, Andrew Woodfold and Michael Highmore.