

# AAP TODAY

Number 18

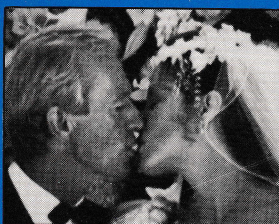
June 1990

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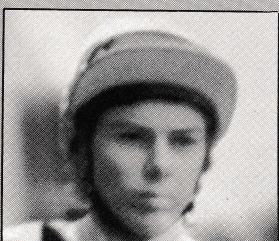
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# Money market to bank on us

**THE company has launched an automatic screen dealing system which could revolutionise Australia's domestic money market.**

The AAP Trading System (ATS) will enable banks and other dealers to trade with each other more efficiently and quickly.

It provides anonymous trading and automatic confirmation of trades, and has the capacity to cater for any instrument.

The PC-based system initially will operate in Sydney and Melbourne before going nationally.

It will concentrate on commonwealth government loans and semi-government securities at first, but there is scope to move into other areas.

"AAP was responsible for taking the Australian money market into the screen age with the introduction of Monitor in 1978," said assistant general manager John Lowing.

"But ATS will bring an entirely new dimension to the market. It may well change the way in which it operates."

He said AAP had predicted the market shift to a more advanced technology.

"Some three years ago we realised the market could not continue to operate efficiently and competitively unless it looked at drastic changes in technology.

"We approached the market with the idea of automating things.

"We embarked on an exten-



**Craig McIvor**

sive study, and also initiated an independent study on our behalf.

"We looked around the world for the sort of technology we needed at the right price.

"No-one was able to provide it, so we developed our own. It was all done within 12 months.

"Our team did an outstanding job, and the market so far has embraced ATS unlike any other product we've ever put out before."

ATS was created by the company's financial services development division. The team which developed it included project manager Bruce Murphy, team leader Leonnie Travers and programmers Karen Malone and Jim Thomas, who specialised respectively in the user interface and network communication.

The ATS screens have been designed specifically for the new system, which operates independently of Monitor.

"The banking community used to trade commonwealth

government loans on a Monitor page CGLG," explained financial services product manager Craig McIvor.

"A bank would post its rates on the page with an identifying code, and others would call up on the phone to do business.

"ATS adds the element of anonymity, and eliminates the phone because the trade is now done at the press of a button."

The idea for the system began when the company was putting together a service for the Australian Financial Markets Association (AFMA).

"We decided to build a new system, with our requirements gleaned from the market place," he said.

"ATS users can post rates for up to 60 instruments, and can set limits for other banks on the system.

"The system is very quick, it allows automatic confirmation of a deal, and printers linked to the screens can give an immediate hard copy of the trade just made.

"The prices then can be fed back into the Monitor and AMO services, so the rest of the market can catch up with what's going on.

"Anyone can trade on the system, although they must do a certain volume of business to stay there.

"ATS operates on commonwealth government loans and semi-government securities at present, but it could trade in anything with little modification.

"Eventually it could embrace corporate bonds when that market gets bigger."

# Service ace for good sport Ted

SPORTS journalist Ted Simmons has been honoured for services to the community. Randwick council in Sydney's eastern suburbs presented Ted with an award for outstanding service to the municipality at a civic reception hosted by the mayor.

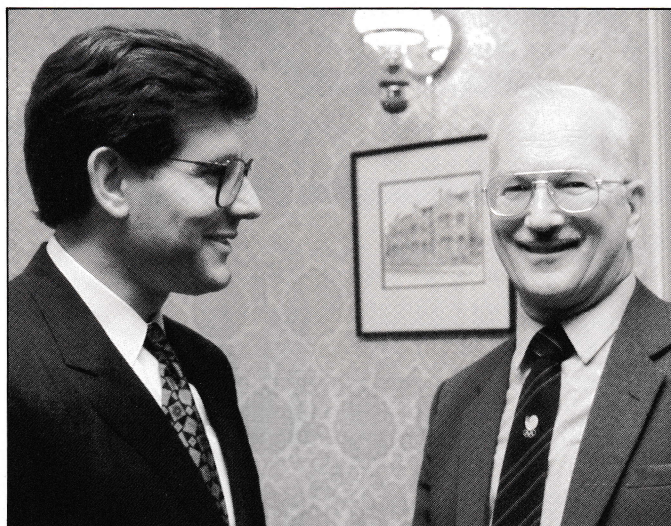
Ted, a long time resident of the area, has served on a number of local sporting bodies, including the Maroubra soccer club for 18 years, the southern and eastern suburbs soccer FA for 10 years, the Greater Sydney Ten Pin Bowling Association for nine years, and the New South Wales Amateur Athletics Association since 1961.

He has been official announcer at the city-to-surf run for 15 years, as well as at Australian and NSW athletics championships, the Brisbane Commonwealth Games in 1982 and the World Cup in Canberra in 1985.

He has been a regular speaker on journalism at local schools and service organisations.

Ted joined the Veterans Athletics Association this year and won a gold medal in the state triple jump in April.

He still referees junior soccer every Saturday, and has been a member of the AAP aerobics class since its formation three years ago.



Ted receives his citation from Randwick mayor Paul Bayutti.

# From the GG's mouth

**GOVERNOR-General Bill Hayden got a first-hand glimpse of the workings of AAP's Thoroughbred Information Service (TIS) at the official opening of the company's new Canberra business office.**

While being shown a display of AAP services, the Governor-General came to a TIS terminal and recalled that he had been given a racing tip the week before by political commentator Laurie Oakes.

"The tip was for a horse called His Excellency," said ACT group manager Greg Holland,

## New offices opened in Canberra and Perth

"and Mr Hayden was keen to see how it fared.

"We looked it up on the spot for him and found that it had come second, beaten by a horse called, of all things, The Bill."

As Foreign Minister, Mr Hayden's office took AAP's NewsTrack service and his department was a subscriber to MediaNet.

As Governor-General Mr Hayden officially opened the Neville Jeffress media centre in

suburban Griffith, a couple of kilometres from the new parliament house, which is occupied by AAP and several other media-related organisations.

The AAP office includes sales areas and a demonstration room displaying products including AMQ, TIS, NewsTrack and MediaNet.

Eventually it will also house communications facilities for company services, most of which currently operate through the Canberra Times office.

"It will also serve as the centre for the government relations type of activity that we plan to become increasingly involved in," said Greg Holland.

"We have expanded the selling component of our activities in Canberra, and now look after more than 100 clients in the region.

"The market here has taken off and exceeded all expectations."

The company has also moved its Perth office to new premises in St Georges Terrace.

Both moves were designed to cater for the company's longer term requirements, said assistant general manager David Jensen.

"Business in Canberra has increased substantially in the past three years, and our offices in the city area were a temporary measure while the business team developed," he said.

"MediaNet and Newstrack are being used by an increasing number of federal government departments while AAP RES products also are expanding.

"Western Australia is very much in the embryonic stage as a market for all AAP products and services. It has tremendous potential which is being developed steadily.

"We would have outgrown the previous offices in about 12 months so the move was timely."



ACT group manager Greg Holland (left) shows Governor-General Bill Hayden and his wife Dallas around at the opening of AAP's new Canberra business office.

OUR series on AAP's foreign correspondents this month visits Fiji, where Geoff Spencer finds the local population more intent on what's happening within the tourist paradise than the larger world without.

**FOR me, something is wrong with journalism if people are not informed about basic issues in the news.**

This was driven home a few months ago when I asked the garden keeper at AAP's Suva headquarters to trim a tree.

It was a flame tree which had burst into a magnificent display of leaf and red flower at least 20 metres high and almost twice as much across.

Although more lovely than a poem, its size was a potential danger during the summer cyclone season.

So just before a two-week holiday, I asked Ali, a devout Muslim who looks after the garden, to trim it slightly for safety's sake.

No problem, or so I thought.

On returning, my wife Julie and I were greeted with a stump.

Ali was puzzled by my concern.

"Look everyone nowadays wants more trees," I said. "It's important for the atmosphere. You know, the greenhouse effect."

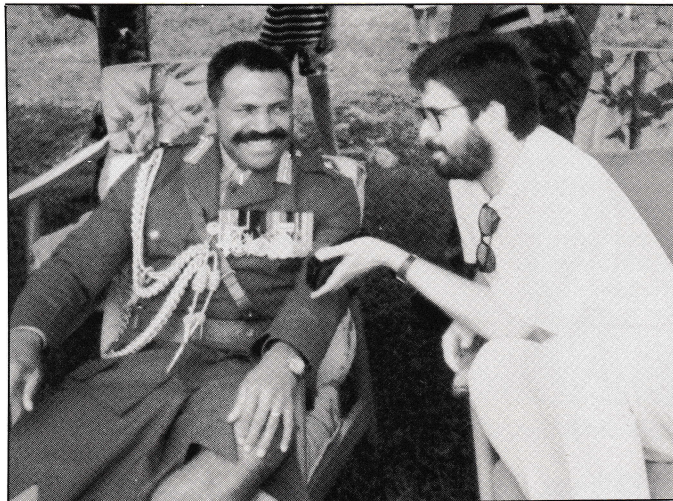
"Oh boss, you don't need a greenhouse here," he beamed. "Fiji's warm enough already for plants."

After almost two years in Fiji, I am convinced most people here don't particularly care about what happens beyond the reefs that ring these 800 or so islands.

Since two military coups of 1987, there are enough concerns at home.

Fiji has a population of about 720,000 roughly split among indigenous Fijians and ethnic Indians, with a tiny slice of other races such as the descendants of old white colonists, other Pacific islanders and Chinese, plus Australian and New Zealand expatriates.

# Stumped by the keeper



**Geoff Spencer with coup leader Sitiveni Rabuka.**

When we fly in and out, Julie and I duly tick the box marked "European" on the immigration form.

Typical of this category, we live in the largely diplomatic/government residence suburb of Muanikau.

A cabinet minister lives next door. On the other side are the two trade commissioners of Australia and New Zealand. Coup leader and army commander Major-General Sitiveni Rabuka is about 100 metres away in a house protected by guards and floodlights.

Because of working restrictions Julie is using her time to complete a degree from the University of New England in Armidale, New South Wales, by correspondence.

I work at home, having converted a downstairs store room into an office.

Here, with a fax machine

and Toshiba laptop, my brief is to cover the South Pacific.

That means about ten countries. Although mostly tiny, they span more than a fifth of the world's surface, spreading me more thinly than vegemite.

As Pacific travel is difficult, time consuming and expensive, most of AAP's balmy datelines such as Tarawa, Apia, Port Vila, Nauru and Nuku'alofa are covered by local island journalists who act as stringers.

They do a great job under difficult conditions.

Some are employed by newspapers or radio stations owned by governments which have yet to come to grips with the western concepts of press freedom and objective reporting.

On the other side of the cultural fence, we have the task of understanding the big problems that face these little communities.

Too often the Pacific is regarded as paradise. As far as tourism is concerned the islands themselves want this image to remain.

There is no doubt that this is a great location for a holiday, but for local people the day-to-day reality is much different.

About 250,000 visitors visit Fiji every year for tropical sun and sand.

Most of them don't come to Suva.

This is a city of more than 60,000 people. Built on a peninsula that juts out from the south-eastern corner of Viti Levu, it has a beautiful setting.

High green mountains frame the harbour on one side while white water breaking over the reef marks the other.

It may be among the best towns in the third world, but it has developed the familiar problems of traffic, pollution, overcrowding and rising prices.

Although its cultural diversity has caused heartbreak in recent times, racial interaction has created its own kind of bustle.

For a first time visitor the biggest disappointments are the mud and mangroves on the water's edge.

The site for the city was made by a British colonial bureaucrat a century before the invention of the beach towel.

It takes 45 minutes to drive to a sandy beach and another two hours to get to the big resorts and tourist islands on the western side of the island, off the airport town of Nadi.

A typical Fiji weather report usually ends with the line "rain and showers expected on the south-east of the main islands" - meaning Suva.

One of my acquaintances maintains this is the world's second wettest capital city.

I haven't bothered to ask what is the first.

After all, you need rain to make trees grow.

**Our \$1.3m  
defence  
contract**

**AAP Reuters Communications has been awarded its second major communications contract by the federal government within two months.**

**Following the signing of a \$4.2 million contract with the Department of Civil Aviation earlier this year, the company now has been awarded a \$1.3 million contract in northern Queensland.**

**It will involve the installation of a 6.8 metre dish in the remote north as part of an upgrading of service for the Defence Department in the region.**

# Around the world

## Covering the cliffhanger...

AAP correspondents flew far enough to circle the earth several times during the federal election campaign that narrowly returned Prime Minister Bob Hawke for a fourth term.

Canberra staff displayed their endurance as well as experience as they followed the main players, Mr Hawke and Liberal leader Andrew Peacock, around the country aboard the VIP jets dubbed Charisma 1 and Gucci 1 respectively.

They also concentrated on the campaign trials of the then National Party leader Charles Blunt, Democrat leader Janine Haines, Treasurer Paul Keating and Opposition Treasury spokesman John Hewson.

Their journeys took them to every state and territory in Australia.

In five weeks they criss-crossed the continent dozens of times, stopping off in places like Katherine, Alice Springs, Mt Isa, Longreach, Charters Towers, Coolangatta, Mudgee, Maryborough and Maroochydore.

Canberra reporters swapped leaders frequently to make sure they maintained a fresh outlook and covered differing viewpoints without becoming bogged down in any one party's line.

But between them they followed their charges every step of the way.

Mr Peacock travelled farthest – 53,000km in 36 flights – Mr Hawke flew just under 41,000km in 31 flights, and Mr Blunt got the RAAF frequent flier's award with 57 separate flights carrying him 45,000km.



A file photo of Don Woolford (foreground) with Canberra bureau members.

To th

## 'The biggest outrage? Andrew's plane

(The circumference of the earth is just over 40,000km.)

After it was all over, Canberra bureau chief Don Woolford framed his four golden rules for campaigning:

1. Believe nothing.
2. Eat before you go to a fundraising dinner; better still, if you can, flick it to the local bureau.
3. Never walk past an empty toilet; you never know when you'll see another.
4. Believe absolutely nothing, especially if it comes from a politician, party official or another journalist, and the only other people you talk to any-

way are taxi drivers who are, of course, always to be believed.

He said the technological revolution of the 1990 campaign was the advent of the mobile phone.

"Most journalists had one. The moment a plane touched down, out they'd come and there'd be beep-beep-beep all over the place as everyone called their offices or colleagues with other leaders.

"It meant everyone could keep in much quicker and closer touch with what was happening elsewhere than in 1987 and was forcing the leaders to react almost before the thing they

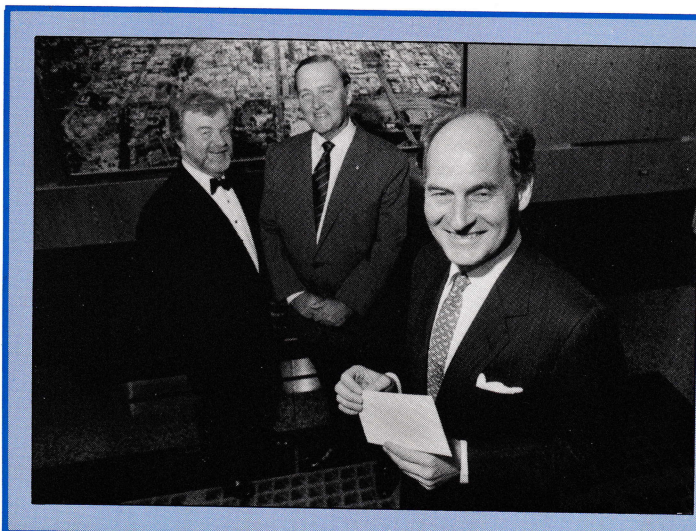
had to react to had happened."

Don's own failed attempt at lobbying came after Mr Hawke quoted the "Reuter's screen" during a National Press Club appearance.

"Afterwards I went up to him, accused him of a colonial cringe and told him he ought to quote AAP, not the Poms.

"He put his arm round me and said: 'Sorry mate', but I doubt if he knew what I was talking about."

Political journalists are well accustomed to the doorstep – buttonholing politicians as they go to and from meetings – but this campaign produced the



## \$24,000 for charity

THIS year's AAP-Adelaide Stock Exchange charity golf tournament raised \$24,000 for the Hansen centre for cancer research.

More than 170 participants from the business community played in the event at Kooyonga, which was followed by a presentation dinner at the Adelaide convention centre.

Southern region manager Robin Strathdee (left) is shown with stock exchange chairman Brian Pittman after presenting the cheque to the research centre's Mathew Vardas at the dinner.

The other photo shows Liz Cornelissen (left) and Carolyn McMillan of AAP Reuters toiling on the day at Kooyonga.

The \$3.5 million research centre being built at the Royal Adelaide hospital is due to open in October.

# d in 35 days



...the victor the spoils. AAP reporters travelled 40,000km following the ultimately jubilant Mr Hawke.

## ...running out of Grange...

loostop.  
 "It occurred on the Falcon," said Don, "the new and smaller plane used for country visits where the airfields were too small to take the usual 707s.

"The Falcon's only loo is at the back of the plane, immediately beyond where the journalists sit.

"Thus, if a leader wanted to visit it, he had to run the gauntlet.

"We got Hawke that way, and actually got some useful information out of Primary Industries Minister John Kerin."

The biggest outrage of the

campaign? "Andrew's plane running out of Grange Hermitage on a flight from Melbourne to Perth early in the second week. So far as I know, it was never restocked."

David Mussared, who spent much time on the so-called Wombat Trail with the National Party leader, said it was a pretty staid affair, but his most painful memory is sure to strike a chord in others.

"I wasn't able to make my damn portable work for me even once," he said, "but you can't blame everything on the new technology.

"I arrived at Coolangatta

airport having penned two long, complicated and quite important stories in elegant shorthand in my notebook while the plane was in the air.

"I dashed back to my motel room to file, only to find I had left the relevant notebook on the RAAF plane, which was now winging its way back to Canberra."

David Kehoe told how Mr Blunt harangued an audience about how his travelling media party had no questions of substance and dwelt on the trivial.

"And audience response? Stony silence?"

"Loud applause! Which was repeated as Chuck found himself on a winner.

"It's a pity we didn't have the foresight to ask him about Helen Caldicott!"

Paula Hannaford was on hand when Mr Keating visited a lingerie factory in Victoria's La Trobe Valley and was quizzed by the workers - everyone of whom was sporting a "Made in Australia" badge - on why he didn't wear Australian-made suits.

"He said it was because they weren't of world standard quality, although he did wear Australian-made underwear.

"Later they presented Mr Keating with some gift-wrapped underwear, which he handed to his wife Anita, saying: 'I'll do anything for a vote but I won't get into drag for it.'"



## 10 more brain teasers

THE winner of the last quiz was Sydney journalist John Coomber. Answers were: 1 - Three Blind Mice. 2 - Paul Gauguin. 3 - Sudan, Algeria, Zaire. 4 - Julius Caesar. 5 - Echidna and platypus. 6 - Tony Dorigo of Chelsea, in a friendly against Yugoslavia. 7 - Prime Minister Joseph Lyons. 8 - Blackmore's First Lady. 9 - James I. 10 - Trivial Pursuit.

1 - When Clark Gable said: "Frankly, my dear, I don't give a damn" in Gone With The Wind, what didn't he give a damn about?

2 - What was the highest public office held by the first Earl of Beaconsfield?

3 - Which cricketer became the first player to score a century in his first and 100th Test matches?

4 - The 100 years war between France and England was not actually a single war, and neither did it last for 100 years. How long did this series of wars last?

5 - Camp David, the US President's official country home, was named after President Eisenhower's grandson. Who gave it its original name of Shangrila? MARYLANDS

6 - What was Candice Reed's claim to fame in Australia in 1980?

7 - Author Peter Carey won two Miles Franklin awards in the 1980s, for which works?

8 - Whose autobiography was modestly titled "Portrait Of A Genius"?

9 - In which body of water do the USA and the USSR share a common sea border?

10 - Why is the Nullarbor Plain so named?

The entry with most correct answers wins the champagne. Entries should be sent to The Champagne Quiz, AAP TODAY, 364 Sussex St, Sydney, 2000.

THAT SHE LOVED HIM SCARLET O'HARA

DISRAELI CHANCE OF ENGLAND PM MINISTER

JAVED MIANDAD

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ROOSEVELT

FIRST IVF BABY

OSCAR & LUCINDA BLISS

DM LAWRENCE

BERING SEA

TREELESS

# Gary makes it work

**BASICALLY** technical operations is responsible for ensuring AAP's various services are available to clients through the day-to-day maintenance of computer systems and communications links, as well as the handling of fault calls.

In essence my job is to ensure that the three departments within technical operations have the resources to meet their commissions, but at the same time to keep costs under control.

The departments are computer operations, technical engineering and customer services, headed respectively by Owen Keogh, Peter Woods and Greg Martin.

The staff in all presently totals 59.

In addition to the three departments there are four system co-ordinators – Paul Bland, Len Cuthbert, Phil Meens and Brenden O'Connor.

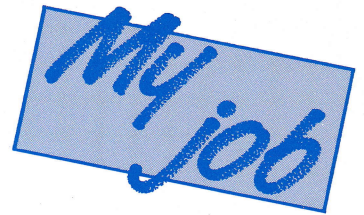
The co-ordinators are the first point of contact should problems arise on any of our systems.

They are also responsible for ensuring the smooth installation of software and hardware upgrades when necessary.

We are responsible for communications relating to all the company's services – editorial, AAP RES, TIS, and commercial services such as NewsTrack and MediaNet, as well as all AAP Reuters services and products throughout Australia.

In my job it's also important to liaise with other depart-

WHEN Gary Anderson went to work at AAP Reuters Communications headquarters in Sydney's Glebe two years ago, everyone spoke in acronyms and he could scarcely understand a word they said. Now, as he explains in the second of our "My Job" series, he has learned the language and can confuse others in his own right. Gary, who joined AAP as a casual teleprinter operator 17 years ago, has risen through the ranks to the position of technical operations manager.



Gary Anderson in his Glebe office.

ments at Glebe – RES production, technical development and racing services – so that ultimately we produce a quality service to our clients.

We've seen a lot of growth at Glebe in recent times.

The computer room was expanded last year, and that new area has since been filled.

Particularly over the past 12 months a lot of work has been carried out upgrading our existing services and installing new ones such as AAP Market Quote (AMQ) and the Automated Trading System (ATS).

The expansion demonstrates how the company is moving ahead, and that should be pleasing to all of us.

When originally asked to take on this job I had a few concerns.

It meant I had to leave Sussex Street where I had spent the previous 14 years in editorial.

Before joining AAP in 1973 I spent nine years with the RAAF in various forms of communications, but I stayed as a casual for the first five years because a permanent position would have meant shift work.

In 1982 myself and several others took a system management course on Baudrunner, the company's new video editing system.

A trip to California followed in 1983 to give the system its final workout before acceptance.

I became system manager at Sussex Street a year later.

But my move to Glebe two years ago meant I had to take

on responsibility for systems some of which I never knew existed until then.

I remember the first meeting I attended after arriving.

Everyone there spoke in acronyms.

People were saying things like: "AFMA's had a CEF and VAMP's OZOV crashed the CDF."

Those in the know would realise instantly that a subscriber, the Australian Financial Markets Association (AFMA), had suffered a system software lock-up known as a CEF and that a Value Added Monitor Processor (VAMP) regulating the Australian dollar page (OZOV) on the Monitor system had crashed the equipment that relays information between VAMP and Monitor.

After it was over I remember thinking: "What the hell was that all about?"

But after being here for two years I can proudly say that I have picked it up and can now confuse others in my own right.

If I had known two years ago the quality of staff I would be working with in technical operations, my decision to accept the position would have been a much easier one.

I've received a great deal of assistance and it's been a privilege for me to have been able to work along with them.

## Lightning strikes twice

DAVID Eskell might have played an ace, but who would have thought he still had one up his sleeve?

While most golfers dream of achieving just one hole-in-one, the editor-in-charge of the Sydney newsroom pulled off the feat for a second time.

It was at no mean venue either. He was playing in a media tournament at the Riverside Oaks course – he is pictured, right, on the 18th.

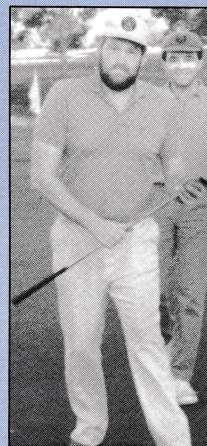
And it took 20 or 30 seconds after hitting his wedge to the par

three 8th before he realised it was an ace.

"I knew it was right up to the flag," said a jolly Eskell, reliving his moment of glory, "but it must have been leaning against the pin.

"While the other players in my group were teeing off, a gust of wind seemed to disturb the flagstick, and in it went."

David shares the achievement of acing that particular hole with, among others, Greg Norman.



## Selling a story

THIS item, filed at urgent priority, reached AAP from the French news agency AFP: "Trading on the Singapore rubber market today was extremely dull and featureless. Dealers said most traders stayed on the sidelines... as there was little incentive to trade. The total absence of inquiries from Europe and London contributed to the very dull session. Trading ended on a very quiet note."

## STAFF SPONSOR A THIRD WORLD CHILD



The media marketing parents' collective: George Pardon, Geoff Want, Jacki Miller, Peter Morris, Debbie Johnson, Craig Dick, Nicki Stokes, Betsy Cabbage (Glebe), Hazel Sproule, Leigh Mackay. Absent from the photo were Annelle Gordon and Andrew Pritchard.

# Jacki and Co's instant family

**STAFF at the media marketing department in Sydney became on-the-spot "parents" when they decided to sponsor a third world child.**

Their decision was part of a World Vision child care scheme, and their sponsored "daughter" is a six-year-old in Bangladesh.

"Normally it seems to grate on peoples' nerves when they are stopped and asked to cough up small change for a 'good cause'," said organiser Jacki Miller.

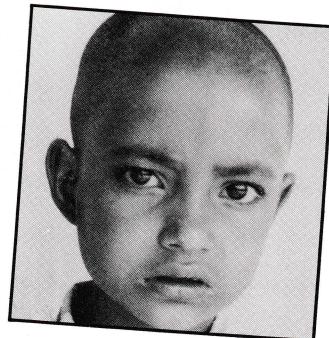
"Most of us are usually in too much of a hurry to be

bothered. And if we do stop, it's just to get rid of the shrapnel that's been weighing us down all week.

"That's why the reaction of the media marketing crowd surprised me. The enthusiasm spread fast.

"Our seemingly insignificant contribution provides our child with needs like education, health care and clothing, and helps improve the standard of living of the child's family and community.

"Just think - all this costs only a dollar a week, much less than a packet of cigarettes, a beer, or the weekly tipping contest (sorry Mr Shrimpton).



**AAP's child in Dhaka, six-year-old Aklima.**

"The cost is small, but the rewards aren't.

"It's a good feeling to know you're helping someone whose very means of survival relies on our contributions.

"So next time you're puffing away on a tar, or sculling a beer, put yourself out."

Staff wishing to join in the sponsorship scheme should contact Jacki on extension 8807 at Sussex Street, or Debbie Johnson on 8862.

## Taking the Mickey

**FEW people could mistake the striking-looking Gil Breitkreutz - but a matronly star gazer did just that when the Brisbane journalist went to Byron Bay to cover the Paul Hogan-Linda Kozlowski wedding.**

Gil is a larger than life figure, an extremely tall man with a shock of white hair, a ruddy complexion and a ready wit. If he could be mistaken for any Hollywood star, Lee Marvin might be the most likely contender.

But when Gil was taking well-earned refreshment in a Byron Bay club on the eve of the wedding, a woman who had been watching him for some time eventually plucked up her courage, approached him and asked him if he was there for the wedding.

Yes, he replied truthfully. The woman then asked him if he was one of the guests.

Gil leaned close to her and whispered: "If you can keep this to yourself... I'm Mickey Rooney."



**Hogan and bride Linda.**

## Now't so queer as folk

**PEOPLE And Places, AAP's daily column of weird and wonderful happenings around the world, itself became the subject of a column in the Sydney Morning Herald.**

Such intriguing trivia, wrote the Herald's Yvonne Preston, "frequently comprises the most rivetting read of the day.

"The titbits may be remarkably revealing of national characteristics and they certainly serve to prove one point very strongly.

"However mad you think the world is, it is in fact a whole lot madder than anything you ever imagined."

She then proceeded to rake over the previous day's offering.

There was the story of a West German transsexual being in charge of women's affairs in a political party headed by a former Nazi SS stormtrooper, and a tale from Nashville, Tennessee, about a cat which was part of a divorce settlement - the man got custody and the woman got "reasonable" visiting rights so long as she phoned first.

In London, bookmakers were offering odds on the likely successor to the Archbishop of Canterbury, and theatrical employee Prince Edward walked to work in Soho from home at Buckingham Palace to raise \$21 for charity.

On Merseyside, a man confessed on his death bed that he was so determined that no-one else play with his toys when he outgrew them that he bricked them up in his childhood play room.

"Just one day's news," commented Yvonne Preston, "but quite sufficient to confirm the old saying that there's nowt so queer as folk."

The column, alas, was attributed to nothing more than "the wire services".

## ANOTHER TOUGH OF THE TRACK FROM RACING SERVICES

**THE company's Racing Services division is bristling with experts – staff who have not only a commanding knowledge of the industry but first hand experience of what it's like to pilot a thoroughbred down a racetrack for pay.**

Michele Cullen, the Sydney Racing Services secretary who rides track work at Randwick for leading trainer Neville Begg, was featured in a previous AAP TODAY (December, 1989).

Now we uncover David Clout, a Formguide staffer who also rides work at Randwick while most of us are still asleep.

David has a lot in common with Michele.

Both are New Zealanders with an abiding passion for racehorses.

Both are up at dawn six mornings a week to ride before heading off to their AAP jobs.

Both work at Glebe, headquarters of AAP Reuters Communications which also houses the Formguide computer room.

And both spend many a Saturday afternoon at the track as racegoers.

"That is a heck of a lot to have in common," said David, "but we don't see too much of each other at work."

"Although we're both at Glebe our paths don't cross too often – maybe that's just as well!"

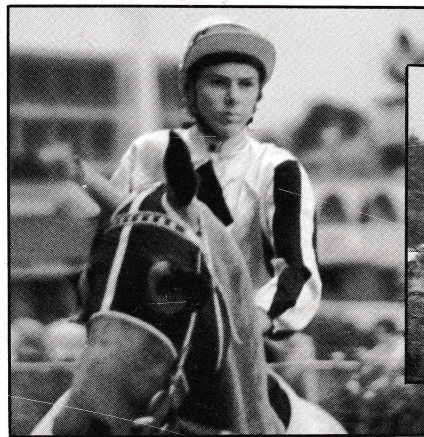
David hails from Palmerston North in New Zealand's north island, where he began his professional racing career in the central districts on tracks including Trentham and Palmerston North.

He still savours the time he rode three winners in a day in the Wairarapa.

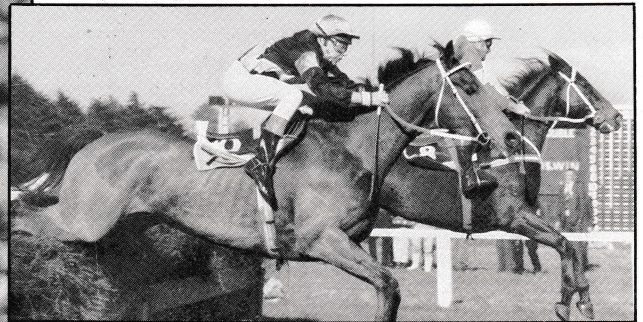
When he crossed the Tasman he went to ride for Southport trainer Bernie Lumsden.

He rode half a dozen winners at Southport, one at Doomben and a few more around Queensland and northern New South Wales.

He was also apprenticed to



David returns to scale aboard the Theo Green-trained Gaulic at Randwick in 1982.



Early days... David (nearest camera) takes his mount over the jumps at Foxton in New Zealand.

leading Sydney trainer Theo Green, who retired in 1988.

But he always knew his racing days were numbered.

"Weight got me in the end," he said.

"I just grew, more than anything."

"I always knew I was going to get too big."

"Anything over 54 or 55 kgs is trouble, and for me it was just a matter of time."

"I tried to prolong it with saunas and starving, but eventually it catches up with you."

"As soon as I got too heavy,

that was it.

"At first it wasn't that hard to come to terms with, because for once I could try to lead a so-called normal life, eating and going out."

David stayed on working full time in the stables. After a while he decided he wanted a change but was reluctant to part with horses.

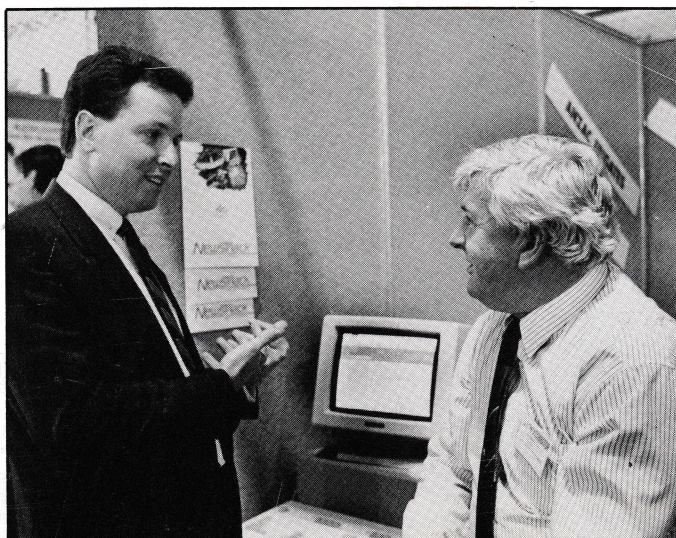
That's where AAP came in. He started as a casual employee, then full-time, at Formguide, maintaining and updating statistics for the company's computerised data base

which contains race results of almost 200,000 horses going back 15 years.

The Formguide service sends fully formatted and tabulated form and statistical details of Australian and New Zealand racing to newspapers around the country.

In the meantime David kept up his "paid hobby", riding work for trainer Pat Webster at Randwick every morning except Sunday.

As he says in his classic understatement: "You've gotta like it."



## A Capital gain...

CANBERRA group manager Greg Holland (left) explains the operation of the NewsTrack service on a very high frequency FM radio signal to NewsTrack client Steve Carney during the Australian Industries Defence Exhibition.

NewsTrack is a computer software program that enables subscribers to locate news and information of their own choice from among the millions of words transmitted by AAP daily.

The VHF radio signal on which it is transmitted is now operating on a number of sites in Canberra.

"Steve Carney is the first client to take the service in a rural area, in Murrumbateman, just outside Canberra," said Greg.

"This will enable him to conduct a very successful consultancy and lobbying operation for clients in Canberra and the rest of Australia."

"This is an area which will be of benefit to executives who want to receive the NewsTrack service at their private homes in other parts of Australia using the VHF signal."