

# AAP TODAY

## AAP TOMORROW - CHIEF EXECUTIVE LEE CASEY CONFIDENT OF CONTINUED GROWTH

**The AAP Group has entered 1992 in a sound position despite a difficult 1991, when our gross revenue declined for the first time in many years as a result of the full impact of the recession.**

However, thanks to the co-operation and efforts of all staff we were able to minimise the impact of a 3.8 percent drop in revenue to \$131 million and the Group will return an after tax profit for 1991 of \$2.3 million, compared with \$1.5 million the previous year.

The outlook for 1992 is for another difficult year with our media, commercial and financial information services, although we are very well placed with our product lines in all sectors to take advantage of gradually improving economic conditions.

Our communications subsidiaries performed well in 1991 and the outlook in this sector is very promising with strong growth predicted in the newly deregulated telecommunications industry.

Our AAP Communications Pty Ltd joint venture with MCI was strengthened at year end

with the introduction of the Todd Corporation of New Zealand as a 24.5 percent shareholder (AAP holds 51 percent). Todd and MCI are also shareholders in the second carrier in New Zealand, Clear Communications.

AAP Communications Pty Ltd has emerged as the first major competitor to AOTC in the provision of long-distance telecommunications services for business. The company, operating as a service provider under the new legislation, began offering switched long distance telephone facilities through its AccessPlus product range, which will be extended in 1992 to incorporate the sophisticated MCI Virtual Private Network Technology.



Lee Casey.

Another subsidiary, AAP Communications Services Pty Ltd, has firmly established itself as a market leader in another important area of the communications market, the rapidly growing video-conferencing and voice information processing systems sector, and is also expanding in the installation, maintenance and cabling business.

While a great deal of effort and investment has been directed at establishing the Group as a major player in the telecommunications industry - widely predicted as one of the key growth industries of the 90's worldwide - this has in no way de-emphasised our intention to remain the market leader in the provision of media, commercial and financial information services.

We have an unmatched and highly regarded news service which enables us to confidently promote ourselves as "The Reliable Source" with our wide range of media and business clients. Our new range of products in AAP RES, combining the development of both AAP and Reuters, (cont.)

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*AAP Tomorrow continued...*

will enable us to consolidate and improve our position in the difficult and highly competitive financial markets sector, while we are also well placed to increase revenues with excellent products in NewsTrack, MediaNet, and our Thoroughbred Information Services.

Our companies and divisions are developing individual market identities under the AAP Group umbrella. This is a natural and desirable trend as the Group expands and is strengthened by having the same structure to focus on specific markets. At the same time we will be emphasising their role as part of the AAP Group, with the initials AAP being increasingly recognised as representing the best in news, information, and communication.

## AAP COMMUNICATIONS GETS MAJOR BOOST WITH THIRD VENTURE PARTNER

**AAP Communications has had a major boost with the announcement of a third partner in the joint venture as the first alternative to Telecom Australia to enter the market with lower cost STD and international telephone services.**



*Barry Wheeler*

The Todd Corporation Ltd of New Zealand has taken a 24.5 per cent stake in AAP Communications and joins AAP Information Services with 51 percent and MCI Communications Corporation, the second largest long-distance telecommunications company in the U.S., also with 24.5 per cent.

Chief Executive Barry Wheeler said Todd's participation clearly indicated the faith of an investor in the future of the Australian telecommunications industry.

"The short history of this company has already shown Australian business, our target market, welcomes the competition created by de-regulation

and the consequent benefits—lower prices, more features and better services," he said.

"Already, a large number of major Australian companies have now exercised their right of choice under the de-regulation to select our AccessPlus range of services for their switched telephone traffic.

"Moreover, Telecommunications competition provides benefits to the economy of Australia through new jobs and an expanded market," he said.

In a further development of its existing product range AAP Communications will introduce to the Australian market in mid-year a virtual private network (VPN) service, Vantage, which is modelled on MCI's Vnet service in the United States.

A virtual private network service allows users to have all of the intelligent resources of the public network without the capital expense of a private network.

The Todd Corporation, wholly-owned by members of the Todd family in New Zealand, has interests in natural resources, forestry, communications services, property and securities management.

MCI, with 1990 revenues of \$A10.24 billion, holds approximately 14 per cent of the U.S. long distance market and employs nearly 25,000 people.

## FIRST COMMUNICATIONS ACCOUNT MANAGER IN ADELAIDE

**David Savage, a 35 year veteran in sales and technical services in the telecommunications industry, has been appointed Account Manager, Adelaide for AAP Communications, its first office in South Australia.**

He will concentrate on servicing the South Australian business and government communities for the AccessPlus range of services.

AAP Communications Adelaide has a significant number of company headquarters and well represented branches in the business world to justify his appointment, AAP Communications National Sales Manager, Tony Fleming said.

AAP Communications is now represented in all mainland offices except Darwin.



*David Savage*



Ronnie Corbett

## ONE MILLION IN ONE DAY !!!

**Raising funds to help a one-legged skier to compete for Australia at Olympic level, providing life-saving treatment for a baby suffering from leukaemia, and money to refurbish a ward for bone marrow transplant patients.**

These are just some of the ways that the AAP Group Financial Markets Annual Charity Golf Tournament and Auction will use the record-breaking \$1 million raised in February.

Despite the deepest recession for 60 years, more than 230 leading companies helped sponsor the event, the proceeds from which will be shared between ten charities.

British comedian Ronnie Corbett was the star attraction of the fund-raising day and Federal Opposition leader John Hewson was the guest speaker at a dinner and auction at the Regent Hotel.

"For us to reach a million dollars during a recession speaks volumes for the generosity of all those who participated," said David Jensen, AAP General Manager and Chairman of the organising committee.

"We were the original recipients when the golf day began six years ago, and every year those valuable funds have helped us in our fight to conquer the crippling conditions of various cancers," said Professor James Biggs, Director of the Bone Marrow Transplant Unit at St Vincents Hospital.

Professor Biggs' Unit has pioneered bone marrow transplants in Australia since 1975, performing more than 400 transplants.

"This year's money is going into the refurbishment of a 14-bed ward which we'll be opening next month for recovering bone marrow transplant patients," he said.

An application has already been lodged with the Guinness Book of World Records to establish whether \$1,020,000 was the largest sum ever raised in a one-day amateur charity golf day.

The annual day at Sydney's Pennant Hills golf club has now raised more than \$2.8 million in the past six years, and the money is raised in a variety of ways.

This year the entry fees from 274 competitors in the golf tournament and the proceeds from ticket sales to the black tie dinner at the Regent for 520 guests, raised \$150,000.

The 17-item auction held after the dinner brought in \$439,000 and included the sale of a share portfolio containing shares from 35 national and international companies which sold for \$62,000.

Entertainment during the evening was provided by wine expert and raconteur Len Evans, OBE, who compered the auction, and by self-confessed

"golf nut" Ronnie Corbett who flew out with Qantas especially to play the tournament.

For the Australian Paralympic Federation the \$100,000 they'll receive has come at a time when they were desperately short of funds.

The federation was launched in 1990 to ensure paralympians were supported in their efforts to train for local and international competitions.

Federation secretary Irene Ashburn said the boost to funds was especially welcome, arriving just in time to help the eight people preparing to compete at the International Paralympics in Albertville, France, this month.

Other charities which will receive an equal share of the total money raised are: Arthritis Foundation of Australia, Children's Medical Research Foundation, Financial Markets Foundation for Children, NSW Society for Crippled Children, Odyssey House McGrath Foundation, The Smith Family and Sunnyfield Association.



John Hewson takes first swing

## PLAQUE UNVEILED ON MARCH 11

**A brass plaque to mark the contribution of The AAP Group and other donors to the St Vincents bone marrow transplant ward, was unveiled on March 11th.**

The AAP Group has contributed more than \$660,000 to the transplant unit since the first golf day was organised in 1987.

"It's a fantastic effort.

I'm not surprised the golf day raised more than \$1 million because it's so well organised and supported by the corporate

sector," said Professor James Biggs, Director of the transplant unit.

The ceremony to mark the opening of the refurbished ward was attended by Chief Executive Lee Casey, General Manager, Sales and Marketing David Jensen, and Group Manager, Corporate and Public Affairs, Greg Holland.

At the ceremony attended by more than 100 guests, Professor Biggs said the Board of Directors were very grateful to AAP and other major donors.

The plaque was officially unveiled by Ron Phillips, NSW Minister for Health Services Management, and the new ward blessed by Catholic Bishop John Heaps.

## JIM'S IN FIJI'S GOOD BOOKS

**The small tropical Fijian Island of Beqa, the home of Fiji's firewalkers, and the north Sydney suburb of Denistone East now have much more in common thanks to the Sydney Newsroom's Jim Shrimpton.**

He recently returned to Fiji to write a series of travel stories and while visiting Beqa (naturally, to do a firewalkers story!) and was introduced to the students at the Rukua-Raviravi primary school and discovered their dire need for books.

A new library had been promised for the 180 pupils but vital materials were missing—books.

Jim has now, with the cooperation of students at The Denistone East Public School, organised more than 50 cartons of books to be sent to Beqa and the shelves are filling.

Jim, who has four daughters at Denistone East, said the students had also started correspondence with Rukua-Raviravi pupils.

Jim was the first AAP correspondent in the South Pacific and was based in Fiji from 1986 to 1988.

Although he has long been back in Sydney he has maintained a love for the Islands.

## AAP STAFF THANKED FOR XMAS SPIRIT

**It was probably the offer of a jelly snake, a fantail or a mintie that inspired AAP employees to give generously to charity last Christmas, but it was ploy that certainly worked.**

Knowing how much competition there is for the charity dollar, Lucy Palmer of the Sydney newsroom hit upon the ingenious idea of offering sweets in return for a donation to the Sydney City Mission last December and raised nearly \$500 cash.

With assistance from Linda Ward of Human Resources, the enterprising pair also collected six large sackfuls of toys and gifts from staff at Sussex Street, Pitt Street, and Glebe, and delivered them to the City Mission in time for distribution on Christmas Day.

"Everyone we approached for a donation was remarkably generous. It's good to know people are aware that Christmas can be a very miserable time for many families, especially those with young children," Lucy Palmer said.

The Director of Communication and Fundraising for the Sydney City Mission, Kenneth Harrison, said: "Our heartfelt thanks to you all at AAP for your generous donation and for the boxes of toys and gifts. All were put to good use and were very much appreciated.

"Our special thanks to Lucy Palmer and Linda Ward who did so much to promote the Mission and took the time to collect the goods and ensure they arrived at the Mission in time for distribution", he said.



Lucy Palmer



Linda Ward

**If you ever find you have any good toys or nearly new clothes that you would like to give away, please contact Lucy Palmer in the Sydney Newsroom on 236 8670.**

things that were happening. Physically I was dramatically readjusting to the constant demands of walking, climbing, shepherding the camels up and down the sand dunes, and of course to the food, minimal water and incredible heat.

The water that our lives depended on was filthy, salty and warm, and we all became sick at one stage or another. The heat was often unbearable and in the afternoons could easily reach the mid 40's as it did on several occasions. Our shade was also scarce - a few acacia bushes, or other scrubby bushes only a few feet high.

The nights were one of the best parts of the journey. Without the glare of the city lights or pollution the skies were perfectly clear, and lying in our swags every night we'd talk about the different constellations and admire the brilliance of the sparkling canopy.

Away from every day concerns I soon forgot about Sussex Street.

Deadlines didn't exist, there was no television, radio or newspapers. In my stories that I slowly dictated over a crackling radio telephone, I tried to convey the impressions of the beauty of the desert, the difficulty of walking for hours up and down huge sand dunes and the strong element of danger that accompanied us every day.

Thankfully we only came across snake tracks, not the real thing, as the Simpson Desert houses the Western Taipan, one of the most deadly snakes in the world.

In our third week we reached our goal - the geographic centre of the desert - and I was anxious to call the office as soon as possible.

I remember lying under a bush still in the same clothes I had set out in, trying to call Charleville to place a radio-telephone call to Sydney. The flies were crawling around my eyes, my blisters were screaming for attention and I could feel the intense heat burning through my clothes.

Finally after half an hour of trying I heard the distant voice of Geoff McCamey answering the phone.

"Geoff! It's me, Lucy!"

"Hello?". The line was dropping out.

"Geoff! It's Lucy!" I shouted even louder.

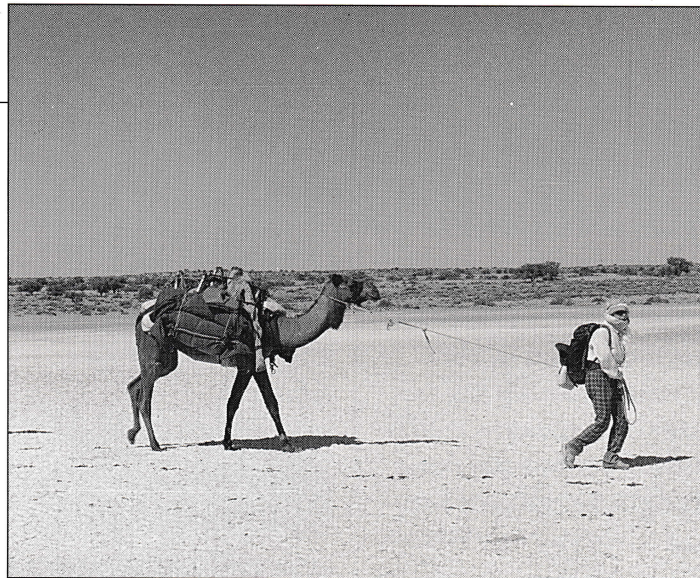
"Ah! Hello mate - where are you?"

It was a question I was never quite able to answer.

Apart from filing stories to AAP I had also been commissioned by ABC Radio National to make a 40-minute documentary on the trip, so when I had the opportunity I would record the incredible sounds around me. Birds, dingoes, people sweating and struggling to climb enormous sand dunes, or just their quiet reflections at the end of the day.

The recordings were a great success. The documentary "From Birdsville to Alice Springs" went to air in early January.

Three weeks later, after walking more than 800 km we



Lucy leads her 'ship of the desert' across the Simpson

reached Alice Springs.

I filed our final story on October 15th which inspired a huge press conference at the

poolside of the Sheraton Hotel. I then forgot about work, sat with my companions in the shade and drank several well earned cold beers.

## CHRIS WAS SO SORRY TO GO!

**Sydney newsroom journalist Chris Falvey is soon to join The Australian newspaper but it seems in his heart he is still with AAP, or so his letter of resignation to Editor-in-Chief Peter Brown indicates.**

Chris has been with AAP for seven years, as a reporter in Melbourne, Canberra and Port Moresby. In his letter he told Peter Brown that AAP had allowed him to "build a wonderful career" and that he would "always remember happily my times at AAP as well as the people I have worked with."

"I've been black-banned by Normie Gallagher, sat through the longest-running national wage-case in arbitration history, reported the Tax Summit, covered three Federal elections, more budgets and mini-budgets than I care to remember, ridden the J-curve, examined fiscal rectitude, lived

under a state of emergency and been held hostage."

"I've travelled to the far corners of the continent and most places in between; jetted around the Pacific at the speed of sound in a very fast Falcon, and taken a very slow boat to Bougainville.

"I've quaffed Grange at 30,000ft on a RAAF VIP, gone without running water in the tropics for three weeks, feasted nightly on fresh mud crabs that cost just \$5 each, and paid \$150 for a bottle of Johnny Walker I had to buy "by the nip".

A journo's lot is pretty hard but someone.....

Chris leaves AAP on April 4 to take up a post as The Australian's Aviation Writer. In July he is planning to marry Paula Hannaford, a former AAP economics correspondent in Canberra. Paula currently works as a financial correspondent for Reuters in Sydney.

**Vivienne Rolfe may be a fair judge of people but she's an even better one of Merino sheep!**

Vivienne, the customer liaison officer in the Canberra office, has an interesting activity outside business hours—she is a Merino sheep judge.

Vivienne, raised on a merino sheep farm 50 kilometres south west of Cooma, started her judging career, wearing the obligatory uniform of moleskins and tie (though she favours a more suitable scarf), four years ago in Cooma.

She has progressed with distinction since her second place in that event and has been

## JUDGE VIVIENNE IS NOT SHEEPISH

a finalist in the NSW titles in Sydney. She won in Cooma in 1990 and was second in the Goulburn Ram Sales last year. She then took third place in the NSW State final at the Royal Agricultural Society Easter Show in Sydney last year.

Her skills have not gone unnoticed for she is now the



*Vivienne Rolfe*

head steward of the Cooma show sheep section and is to judge in the fine wool commercial section at the Yass show this month.

And considering she became involved only “for a dare” in the first place, her career has flourished.

“Last year I was one of only three women judges out of 12 at the State final but that’s progress since 1988 when I was the only women competitor,” she said.

“But women have been very slow to enter junior judging competitions”, she added.

In completing her duties, Vivienne said “you have to give written and oral reports and you are judged on how you examine the sheep.”

Vivienne has been with AAP for two and a half years. In November she will be married to Philip Doyle, a noted Australian Capital Territory representative rugby union halfback.

## AAP FIELD STAFF BUILDING A NEW IMAGE

**The image of AAP in the marketplace and the self-image of our technical field staff has been boosted since the launch last year of corporate uniforms, according to Terence Nickolls, Chief Executive Officer of AAP Communications Services.**

Mr Nickolls said he wanted to contribute towards developing a corporate image for the AAP Group, and believed he should begin with the people who represented the company most often to our clients, the technical staff.

“I believe very strongly in presentation and in the way people dress and their manner towards others, especially in

business,” he said.

Last year Mr Nickolls commissioned corporate fashion expert Anthony Bailey to design the AAP uniform for more than 100 engineering, technical and installation staff.

The uniforms come in two shades of blue and grey, and include a summer and winter outfit.

Depending on the type of work being carried out, staff wear either a double-breasted suit or casual jackets and trousers, all with the AAP logo subtly embroidered on the breast pocket.

All the staff at Glebe said their clothes were comfortable

and appropriate for the work they were doing. They said they particularly liked the fact that the clothes were made to measure, and were made from good quality fabric.

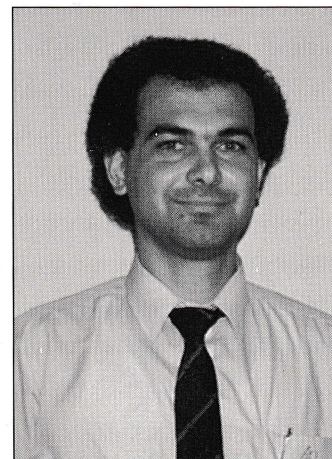
“Our technical services staff serve the financial markets. I wanted the company to have a better image and the staff to have a better self-image.

“The client response has been very positive. For many people it was a surprise, they realised technicians were of an equal standing,” Mr Nickolls said.

All the technicians based in Glebe, from senior management down, now wear a coordinated uniform.

For Sam Diadone in the Glebe workshop, the casual

jacket and matching trousers were a great hit.



*Sam Diadone*

Did he mind not being able to wear his own clothes to work?

“No, my clothes aren’t as good as these !” he said.

## AAP - LISTENING TO ITS CUSTOMERS

When she was 16 years old Liz Cornelissen learned to listen so well that she could often type the prices into an AAP date feed from the floor of the Adelaide Stock Exchange, before they were written on the chalk boards.

That was 20 years ago. Today Liz is probably the highest ranking woman in the AAP Group, listening carefully to people in her new role as the National Manager for Client Relations, a recently created position.

Last year Liz came to Sydney from AAP's Adelaide office to conduct a six-month study into ways of improving AAP's services to its customers, including financial institutions, government departments, and private business.

"I wrote a report on the areas which I felt needed to be reviewed, for example getting staff to be more customer orientated," she said.

Some of her recommendations have already been acted upon, and she felt very positively about the introduction of uniforms for sales and support staff, which AAP had been considering for some time.

"Part of my role is to help lift the company image,

especially the front-line people. The uniforms were designed to do just that," she said.

Also AAP is working to encourage people to regard AAP as a separate company from Reuters with its own products right across the board.

"We've long been associated with Reuters for our economic products and whilst that's very good, we also want people to become more familiar with the other things we do," Liz said.

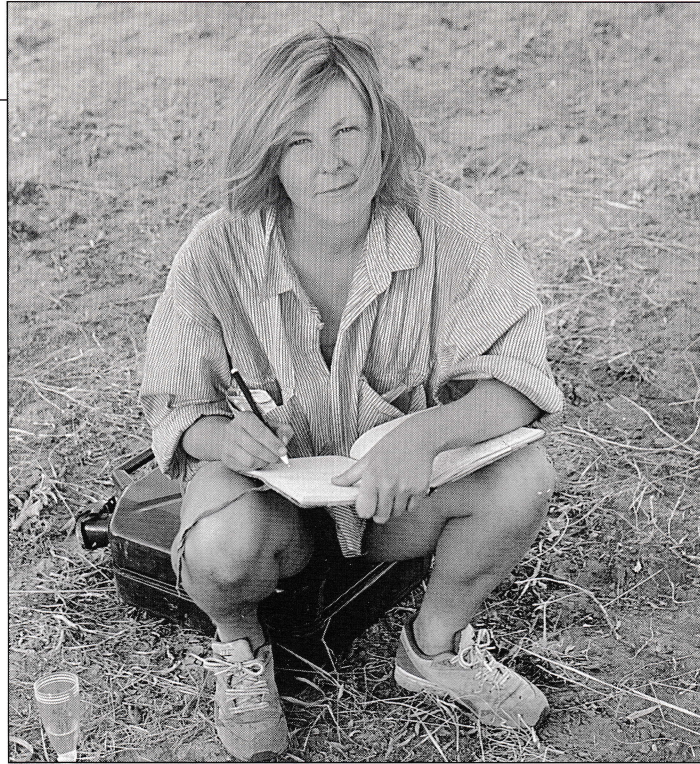


Liz Cornelissen

Liz is very supportive of the familiarisation courses for new employees being run by the Human Resources department.

"I like the philosophy of getting people more involved and telling them all about what the company is doing. Familiarisation courses are just the beginning, it's about aiming for quality in our work," she said.

In the meantime if you haven't met Liz at least you know her taste in music. She's the person responsible for initiating the new classical music tapes played over the telephone system too.



Ever the diligent journalist, Lucy writes notes during a break

## LUCY FINDS THERE'S A "LIFE" OUTSIDE SUSSEX STREET

The Sydney Newsroom's English-born journalist Lucy Palmer came to Australia to seek wide open spaces. She certainly found them as this account of her epic 800-kilometre walk across the Simpson Desert reveals.

It was only when I heard the voice of Sydney Bureau chief Geoff McCamey crackling over the radio, that I remembered I had a life somewhere else.

For two weeks I had tramped over hundreds of sand dunes across the Simpson Desert with nine other people on a historic adventure to be the first team to reach its geographical centre on foot.

We had set off from Birdsville in far south western Queensland in early September with three camels, one of whom gave unexpectedly gave birth to

a baby calf within the first week!

Apart from getting used to the heat, blisters and flies, the camels were difficult to handle at first, especially their moods and the disgusting smells which emanated from both ends of their bodies!

The expedition had been primarily organised by Aboriginal Army Captain Wes Aird and Brisbane doctor Kelly Armitage.

The bulk of the work was shared between the team members, mainly friends and relations of the two organisers. For several months before our journey began we organised sponsorship, insurance, hiring the camels, and of course fitness training.

Back in the desert I tried to keep a daily account of all the

# AAP COMMUNICATIONS TAKES A DIVE - WITH PARACHUTES!

**Skydiving is not everybody's idea of relaxation but Lorna Miller, Network Customer Relations Manager, AAP Communications, reports she found it the most exhilarating experience she'd ever had.**

It's 0445 hours on a Saturday. Still half asleep? No way, the adrenalin's already pumping for it's not every day 17 of us voluntarily throw ourselves out of an aircraft at 10,000 feet and pay \$300 for the privilege.

Three days before, we had started our gruelling course when a skydiving instructor came to the AAP office at Glebe to put us through three hours of practical and theoretical training.

Trevor Harris, Network Operations Manager, was already saying it was going to be the craziest thing he'd ever done "drunk or sober."

For the rest of the week we went over and over our Wednesday night training. The corridors echoed with challenges of "Check left!", "9,000 feet", "5,500 feet", and woe betide any "jumper" who didn't respond with the correct "check".

Even our dissenters were heard to utter challenges in Glebe, and when Barry Wheeler was heard to utter "9,000 feet" no one was sure if it was part of the new corporate business plan.

Friday did not see our number at the pub! With our 0455 hours start - with absolute-

ly no alcohol allowed for eight hours before - we all humbly retired to our homes and updated our wills.

By 0700 on Saturday morning we had arrived at the Sydney Skydiving Centre at

Wilton, west of Sydney. It was bitterly cold.

We trained for another four hours, took a short exam and waited. Unfortunately the cloud at 4,000 feet kept us grounded and we were told it

was no go, come back tomorrow.

Sunday was another very early start, but this time to brilliantly blue skies. Does this mean we have to jump?

We waited to be called,



*Parachute opens and Lorna's airborne*



*Phil Booth, Manager Voice Processing, breaks his ankle on landing.*



and ordered egg and bacon sandwiches all round. Began watching other "first timers" videos - it was not a good way to start the day and I for one wished we hadn't.

Do you know you fall out of a plane quite slowly? It takes 12 seconds before you reach terminal velocity (yes, terminal) of 120 mph. After that you travel 1,000 feet each 6 seconds - straight down!

Two of our numbers were called - come in Terry Rigby, you're number one! Did anyone ever see so many cigarettes being lit so quickly?

One by one, or rather four by four, we get called. We are suited, fitted with main and reserve parachutes, introduced to our jump masters and put through our paces on the ground.

The previous day we did hours of training and waiting. Suddenly everything's very fast. Now we are doing checks on the plane (still on the ground) and are herded into the Nomad aircraft.

We are sitting in a metal tube, supporting each other with our knees, and the door is a piece of cling wrap.

At 4,500 feet the cling wrap door is rolled up and we are asked to identify the target.

It's a long way down and we're not even half the way up yet!

It's really happening now. Our photographers are snapping and filming away, our jump masters are smiling.

One by one we are raised to our knees, we turn our backs to the door (well, could you go head first?), and are given a last chance to pull out.

Then suddenly you're out. Check left, check right, head back, out, in, go and you go - you are plummeting to earth and it is the most mindfreeing, exhilarating experience you could ever have.

Automatically, your training cuts in again, but as you look towards the horizon you find you are not alone - there in front of you is another person, and it's a photographer - a man flying through space, freefalling, no parachute, just like you.

Oh, and suddenly you realise you have two people actually attached to you. They begin to pull away and it's time to pull the ripcord.

Check left, check right, look, reach grip, pull, count - and like a rag doll the chute drags you upwards, takes control of you, saves your life.

And then peace, and only the mellow billowing of the canopy taking over from the roaring atmosphere.

Gently you slowly head towards the target, taking in the countryside with the most incredible feeling of buoyancy.

You land. Our casualties ranged from Phil Booth with one broken and one sprained ankle, to a number of wounded egos from "air sickness".

Will we do it again?

Phil won't, but most of us are still practising our checks!



Margaret Sutherland (left) and Margaret McLelland of Media Marketing, promote "Class Racehorses"

## SUCCESSFUL PROMOTION FOR RACING BOOK

**The Department of the Prime Minister and Cabinet have included The AAP Group's "Class Racehorses" in the government's official gift list for overseas and visiting dignitaries.**

The book was officially launched last November in conjunction with the Victoria Club's "Call of the Card" during the Melbourne Cup carnival last November.

(The "Call of the Card" establishes the final betting market for the Cup and is held the day before Australia's most famous horse race.)

Racing authority Graeme Kelly, who heads Channel 10's coverage of the Cup carnival, reviewed the book in the

Sporting Globe, saying it "has earned a reputation for accuracy and reliability".

That was "no mean feat when such a wide and detailed coverage of the racing season is given," he said.

AAP Racing Services Manager Ken Boman said "Class Racehorses" now forms part of the racing library of some famous people in the industry and this edition, Volume 8, was introduced by Reg Inglis, General Manager of William Inglis and Son, Australia's most respected bloodstock company.

Volume 7 was introduced by the then Prime Minister and avid racegoer Mr Bob Hawke, Volume 6 by one of the world's most famous owners Robert Sangster, and Volume 5 by the renowned trainer Bart Cummings, who trained the last Melbourne Cup winner, Let's Elope.

Ken said staff should take advantage of a special offer to purchase "Class Racehorses" for \$50. The normal price is \$85. Michele Cullen on (02) 236-8843 has details.

## THE MARKET LEADER FOR REAL-TIME FINANCIAL INFORMATION

**In the deregulated financial markets of the 1990's, dealers need access to fast, accurate information presented in an intelligent form.**

Gone are the days when a one-function-at-a-time computer system could keep up with the changing market, today financial institutions need to be able to access a variety of information simultaneously and make split-second decisions.

Enter the AAP Market Quote (AMQ) system, a "one-stop shop" for dealers which carries live sharemarket, futures, money market and foreign exchange data, presented in a unique "window" format, launched last year.

"These days you need all these things just to begin to be competitive. The old system, the Quote Retrieval System (QRS) that we have developed for the last two years could only do one thing at a time - it was very easy to use, but could only do simple functions," said Craig McIvor, Manager AAP Reuter Economic Services (RES).

The AMQ system, a generic name for the live data feed, software and hardware, can offer dealers, traders and investors the capacity to call up

the latest prices, and assemble them all in "windows" on the screen so they can be seen simultaneously.

The accompanying software can also produce graphs and spreadsheets all in "real time", as well as the AAP news service.

Real-time commonly means that the prices are updated within one second of their fluctuation in the financial markets.

"The good thing about this system is that it can be used in any way the user wants, for example someone could use the real-time spreadsheet facility to track the value of their shares over a given period," Mr McIvor said.

General Manager, Financial Market Services, John Lowing, said the corporate market is being attracted to the service because "the market for electronic news is expanding and this package can be tailored to clients' needs and budgets."

Another major attraction was that the system only took about five minutes to learn.

Mr McIvor's department is also working on new releases such as an options analysis package.



*The Bangarra Dancers*

## AAP - THE PROUD PARENTS OF FIRST ABORIGINAL BALLET

**The first full-length Aboriginal ballet ever to be staged in Australia will burst into public life in June - and the AAP Group will be one of its proud parents.**

Preying Mantis will be a "unique and exciting fusion of traditional dance and contemporary ballet" performed by the Bangarra Dance Company, said dancer Cheryl Stone.

Bangarra, a Wiradjeri word meaning "to make fire", was formed three years ago by graduates of the National Aboriginal-Islander Dance Theatre in Glebe, Sydney, with an initial grant of \$25,000 from AAP.

Preying Mantis is an ambitious work about the trials of a young boy as he grows up to be a man, and is based on an Aboriginal Dreaming story from Arnhem Land, Ms Stone said. Jennifer Beale, Bangarra

publicist, said the 10 dancers originate from all over Australia with members from Arnhem Land, the Torres Strait Islands off the tip of Cape York, Brisbane, and Cairns.

"We also have a musician and composer, and last year we recruited an artistic director, Stephen Page," Ms Beale said.

The AAP Group sponsors the development of new performances and help Bangarra with the self-management of their company, said Ross Whowell, Assistant Manager, Group Corporate and Public Affairs.

As well as being on the Bangarra Board of Directors, Mr Whowell has an active interest in the performing arts and tries to go to as many performances as he can.

"When the opportunity for us to sponsor Bangarra came along, senior management felt it

would be a unique way for AAP to put something back into the community, and watch it grow."

Since then the group has performed in the US, Japan, New Guinea and most recently Indonesia, capturing people's imagination with such pieces as Butterfly Dreaming, Sunset Dance, and the Sea Gull.

"It's a unique, fantastic style, an Australian style. But unlike other classical dances, with our traditional dances it's more the essence than the steps. The dancers become the object or animal they're singing or dancing about," said Cheryl Stone.

Preying Mantis is being launched in June at the Sutherland Entertainment Centre in Sydney's south.

## AAP JOURNO GETS CAUGHT UP IN EAST TIMOR ROW

**Last November AAP correspondent in Jakarta, Terry Friel, was held and questioned by Indonesian police after he attended a demonstration against the East Timor massacre in which at least 50 people died. Terry had been trying to talk to some of the peaceful protesters in central Jakarta. This is his story.**



Terry Friel

There's something rather strange about about handing out a handful of business cards to police and security officers during your own interrogation.

But then, things happen a little differently here.

Like the fact that while my colleague from the ABC, Ian Macintosh, and I were being held in Jakarta for trying to talk to the leaders of an East Timorese protest pro-independence demonstration, that leader was allowed to walk around freely just metres away from where we were being held.

And the reason we were handing out our business cards was that the officers did not know what to do with us, beyond the fact they were not keen on us talking to the demonstrators. So everyone just kept asking our address and a few more basic questions until someone with a bit more authority told them it was OK to let us go.

Covering the East Timor massacre and its aftermath has often been like this. It can sound dramatic from Australia, but it's often more akin to taking a trip beyond the looking glass. A brief line in a story reading "detained by Indonesian authorities while covering an East Timorese independence demonstration in Jakarta", sounds much worse

than the reality of that hot and stuffy cubbyhole and the handful of confused junior officers.

I was with the first group of foreign journalists to arrive in Dili after the November 12 massacre, coming in on the first flight the following day.

Not knowing quite what to expect, five of us hired a car and set off in search of the provincial military commander. While we were talking to him — in vain — his men were shadowing us all the way. Although there was no official curfew while I was in Dili, there were few people on the streets at night. Deciding to see what would happen, I went for a walk one night after dinner, setting out to retrace part of the route taken by the demonstration which preceded the massacre.

Before long I was stopped and turned to see a large number of vicious dogs around me (not entirely untrue), and quickly afterwards was kindly escorted back to my hotel. Although I did meet people who spoke of executions and oppression, this was probably my most sinister experience in Dili. There were a lot of middle-aged, some uniformed men supposedly from neighbourhood youth groups patrolling in small groups to keep a look out against burglars. (With 10,000 soldiers in the province, burglary statistics are not high). And there was no doubt about the firmness of my "assistance" home.

All this is not to underplay the issue of East Timor, which is indeed serious and complex. An issue almost as

divisive in Australia as it is in Indonesia. It's a problem which is impossible ever to begin to deal with in a short space such as this, and writing while still in Indonesia.

## OUR OLYMPIC GAMES COVERAGE AIMS FOR GOLD

**While Australia's Olympic Committee is preparing to send a record number of athletes to the summer Games in Barcelona, Spain, AAP's own "Olympians" are sharpening their reflexes for the world's greatest sporting event.**

AAP, which has staffed every Olympics since Helsinki, Finland, in 1952 is sending a team of 16 to the Games of the XXV Olympiad—11 journalists, two photographers, a photo editor, a computer technician, and a photo laboratory assistant.

For the first time we will be digitally transmitting colour and black and white pictures from the Games media centre.

Conceivably we will be able to get a picture of an Australian winning a gold medal to subscribers in less than half an hour.

The team will be led by Deputy National News Editor John Coomber, who will be covering his fourth Olympics.

The rest of the reporting team is: John Brock, Louise Evans, Mike Osborne (London), Darren Cartwright (Melbourne), Steve Connelly (Adelaide), Steve Dettre, Belinda Goldsmith, Tony Harper, Margaret McDonald (Sydney), Tony Vermeer (Canberra).

Photo Editor Barrie Ward (Sydney) will have two seconded photographers, Tony McDonough from News Ltd and Rick Stevens from Fairfax. The system manager is Anthony Carmichael and the photo laboratory assistant is Markham Lane, both of Sydney.

## AAP CRICKET TEAM HIT FOR SIX

**The AAP Social Cricket Team based in the editorial department in Sussex Street has been bowled over by the news they're going to get a new set of cricket equipment.**

Group Manager, Corporate and Public Affairs, Greg Holland, said the team would receive \$1,000 in cash to buy gloves, bats and balls, as well as t-shirts and bags with the AAP logo written on them.

"Any team whether it's softball, hockey, chess or whatever, should come and see



*John Radovan (left) receives his trophy from Club President Barney Blundell, General Manager, Communications, AAP Group.*

us about obtaining equipment and sponsorship. We want to ensure any AAP team is properly attired," Mr Holland said.

Cricket captain and Deputy Editor of the Finance Desk, Giles Parkinson, said he was delighted at the news, adding the new equipment would be a huge boost to morale.

"At the moment our fingers are sticking out of the holes in our batting gloves!" he said.

"We've got Explosive batsman Tony Harper (Sport), slow bowler John Coomber (Deputy National Editor), and many other first class players."

Any women ?

"Some have been knocking on the door, two have played a couple of social matches, Margaret McDonald (Newsdesk) and Catriona Bonfiglioli (Newsdesk). At the moment we're trying to convince Jacquie "Slugger" Hayes (Police reporter) to play one match."

Jacquie has formidable striking capabilities as seen in last year's softball match. At the journalist's Christmas barbeque

last year, formerly fearless and seasoned sports players were seen to back down the field as she took her turn on the pitch.

But back to cricket. Giles says his team used to play other teams formed within AAP and would welcome the chance to do so again. Anyone wanting sponsorship for a team of any description, should contact Greg Holland on 224 8114.

## GOLF MYSTERY SOLVED!

**The mystery surrounding the failure to regularly contact former Bureau Chief in London John Radovan while he was based in England last year has been solved-he was on the golf course!**

Members of the AAP Sydney golf club confirmed this long-held suspicion when he won the championship trophy at the Long Reef Club.

As part of his duties in England he covered the 1991 British Open won by Australian Ian Baker-Finch and it is alleged that some of Baker-Finch's skills rubbed off on John.

## STAFF CONTRIBUTORS WILL BE REWARDED.

**Staff who contribute ideas, stories and photographs to AAP TODAY will be rewarded.**

The Corporate and Public Affairs Department is introducing a selection of corporate identity products such as windcheaters, umbrellas, sports bags, towels, caps, eyeshades and other items which will be offered to staff at attractive prices.

Suggestions that lead to stories and/or photographs that are used will qualify for an award from the products.

AAP TODAY wishes to report a cross section of the activities and achievements of staff from all areas of the company.

Send your suggestion(s) to The Editor, AAP TODAY, Phone 224 8112 or fax (02) 231-6929 at Corporate and Public Affairs, 12th floor, 88 Pitt Street, Sydney.

### COMMS SERVICES PACIFIC RIM CORP IN THREE YEARS

AAP Communications Services is poised to become a \$100 million Pacific Rim corporation in three years thanks to a reorganisation and the appointment of new staff.

Neil Hoddinett, formerly Communications Services national sales manager, will now head the renamed Business Communications

Systems division. Business Communications was previously known as Hardware Sales.

Neil has an extensive background in computer sales management including 11 years with IBM.

Jeff Roll, who has considerable technical services and sales management experience, has been appointed general manager of the Customer Field Services division. It was previously known as Technical Services and installs, services and maintains AAP products as well as looking after other PCs, printers and associated equipment.

Communications Services Chief Executive Officer, Terence Nickolls, said: "The business opportunities for our systems and services are such that we can grow the division into a \$100 million Pacific Rim corporation by 1995.

"The appointments of Neil and Jeff will provide staff with the motivation and leadership needed to reach the levels of service and excellence necessary to achieve that goal.

"I have told Neil I want a 95% to 100% penetration of



### **AAP Today Stop Press**

Welcome to AAP Today Stop Press. The newsletter is designed to be a supplement to the quarterly AAP Today and carries the latest information about developments in the Group and new appointments.

It will be published as and when news demands it.

The next issue of AAP Today is due out in two weeks and will contain an in depth look at new products, stories from AAP's overseas's correspondents, the chance to win great prizes and much more.

the top Fortune 500 companies with video conferencing or voice information processing equipment by 1994/95.

"In the past Customer Field Services has been a service wing of AAP and did not have to operate in the market place.

"I have charged Jeff with turning that around so 75% of our income comes from outside the company."

Communications Services has also appointed Peter Firth as business development manager and Greg Greeley as northern region sales manager.

### JACKET OFFER

AAP monogrammed spray jackets have proved popular among staff with only a 100 of the original order still remaining.

The attractively designed light polyester jackets are available in either blue and white, sizes small, medium, large, extra large and extra large, for \$43.

Orders can be placed with Louise Hook on extension 8101.

## PRAYING MANTIS DANCE MAGIC

Animals appeared on stage as people in Australia's first full length Aboriginal ballet, Praying Mantis Dreaming, which was performed in Sydney recently.

Or were they people pretending to be animals? It was hard to know.

In a physically demanding two hour work, members of the Bangarra Dance Theatre transformed themselves into wallabies, birds, kangaroos and other creatures in an extraordinarily colourful work that combines theatre, traditional dance and modern ballet.

The story follows the development of an illegitimate child rejected by her mother's Aboriginal family, but guided by their totem, the spirit of the praying mantis, as she grows up with her white father in the city.

To a packed and delighted audience, the dancers gracefully portrayed the spiritual power of Aboriginal ancestral beings, and the way their continued presence formed a link for Aboriginal people living an urban way of life.

The AAP Group is a founder sponsor of the Bangarra Dance Theatre.

## NEWSCAN NOW IN PRIME SPOT

AAP's Newscan service will have a unit on public display in Martin Place, one of the busiest thoroughfares in Sydney, next month.

The 24 hour, seven day a week, 365 day a year news screen, will be in the window of an Ansett travel agent at 32 Martin Place. Newscan displays 30 major international stories from around the world in a rolling format on a standard colour TV. The stories are constantly updated by AAP's newsroom.

Advertisements can be placed at intervals between stories, turning Newscan into an income generating source for a client.

Group corporate account executive Robin Williams said: "The screen will have a sign next to it explaining about Newscan, so it is a real coup placing it in such a busy site. Also, because it is in a travel agent's many tourists will see the service, helping to boost the AAP name internationally.

## Lucy gets Gold Gong

AAP Sydney journalist Lucy Palmer has won a prestigious Gold Medal at the 1992 New York Festivals Radio Competition for the best environmental program.

Lucy's show, "Journey through the Desert" was about the first recorded crossing of the Simpson desert on foot.

She was part of a group that made the 800 kilometre trek from Birdsville to Alice Springs over 36 days battling sandhills and water shortages.

## New Chief for Canberra

AAP's newly appointed group manager in the ACT, Peter Monaghan, is very keen to "come on board".

"I look forward to working with the AAP people in Canberra," he said.

Peter has been a lobbyist in Canberra on a range of public policy issues and was previously in charge of corporate and public affairs for the National Mutual Group.

Peter's wife Sue is a criminologist and also has a degree in fine arts. They have a five year old daughter, Olivia.

Peter admits to playing tennis badly, doing a lot a skiing and sailing and being an avid reader.

## TEAM WANTED

Everyone from fitness fanatics to weary walkers are wanted to make up an AAP team for the Sydney City to Surf fun run.

The 14km race from Park Street to Bondi Beach will take place on August 16 and attracts tens of thousands of entries.

AAP will pay the registration fee of staff who run in the group's team, provide a sports cap and a T-shirt or singlet.

To enter the team forward your registration form, published in the Sun-Herald every Sunday, to City to Surf fun run, Corporate Affairs, 12th floor, 88 Pitt Street, plus details about the size and type of shirt you want.

The Group is organising barbecue and drinks after the race.

Name: \_\_\_\_\_

Dept: \_\_\_\_\_

Phone: \_\_\_\_\_

T-Shirt or singlet and size (sm, med, lge)

\_\_\_\_\_

\_\_\_\_\_