

AAPCS Wins New Satellite Contract

AAP Communications Services has won a \$3.75 million contract to supply a satellite communications and data monitoring network along the new 1,380 kilometre natural gas pipeline through Western Australia's remote mining regions.

The pipeline, which runs from Yarraloola near the Dampier offshore gas fields to Kambalda just south of Kalgoorlie, has been described as one of Australia's most important resources projects.

It will give the goldfield townships and other major mining operations along its route, which presently use diesel to run their operations, the option to switch to natural gas and achieve considerable savings.

The pipeline is being built by Goldfields Gas Transmissions Ltd, a subsidiary of three of Australia's major mining houses BHP, Western Mining and Normandy, at a cost of \$480 million.

The AAPCS contract is for 20 Personal Earth Stations to carry monitoring services at key points along the route networked back to pipeline control centres in Perth and Kalgoorlie via the AAPCS Metropolitan Earth Stations in Perth and Sydney.



AAP Centre Now Official

AAP's new corporate headquarters in Lang Street, Sydney, formerly known as the World Trade Centre, officially became the AAP Centre in September. New signs went up on all entrances to the building and complement the giant 'AAP' signs on the roof, which are now part of the Sydney skyline. But the really good news is that the building's new name has become part of the terminology of Sydney's cabbies, with staff and clients receiving fewer blank stares when they ask to be taken to the AAP Centre.

Earth stations will be set up at Yarraloola, Wyloo West, Paraburdoo, Turee Creek, Newman, Newman Terminal, Ilgarari, Three Rivers, Ned's Creek, Wiluna, Mt Keith, Mt Keith Terminal, Leinster, Leinster Terminal, Leonora, Jeedamya, Kalgoorlie North, Kalgoorlie North Terminal, Kalgoorlie West and Kalgoorlie South.

The project is split into two stages with six of the earth stations having to be operational by February 1, 1996, and the remaining 14 by June 1, 1996.

Using the Hughes Network Systems LANADVANTAGE™ networking platform via satellite, AAPCS will carry a management and communications system for the gas pipeline company, enabling it to remotely monitor and control gas flows, pressure, temperatures and obtain meter readings at the offtake points.

Bill Haughton, Sales Executive - Radio, who has spent most of his first six months at AAPCS in tendering negotiations, said the contract was won against very tough competition from six other satellite systems providers.

"Satellite's potential has not been fully exploited in Australia," Bill said, "largely due to the federal government protection of the Optus space segment monopoly. However, with deregulation looming, Optus is required to offer more competitive pricing.

(continued on page 21)



Work is progressing rapidly on WA's new 1,380 km gas pipeline to Kalgoorlie

AAPT: 33,000 Business Customers And Counting

AAP Telecommunications, Australia's third largest telephone company, now has a base of 33,000 business customers and is well positioned to become the next national carrier after deregulation of the industry in 1997.

With the signing of major new agreements with the Australian Medical Association (AMA), the Australian Dental Association, the New South Wales Chamber of Commerce, the Australian Veterinary Association and a number of other high profile businesses this year, AAPT customer numbers have leapt to over 33,000.

"Our customers have doubled in 1995 and we expect them to triple by the end of the year," said John Stuckey, Director of Sales, Marketing and Customer Operations.

"That's largely a tribute to our staff, who go out into the market place and get things done.

"We have now clearly established ourselves as Australia's third long distance telephone company. We are here for the long term and our major aim is to provide added value to businesses.

"We're the only service provider with our own fully digital network and advanced switching centres around the country," John said.

"Providing a better deal for Australian business is what AAPT is all about and we have the staff, products and services in place to achieve that goal."

contents



Mark Ferrett and David Vu at the Sydney long service awards

3 Former Prime Minister Gough Whitlam opened an exhibition of Vietnam photographs in September at the AAP Centre. The exhibition, the first in the AAP foyer, generated a lot of interest from the public.

4 The results of the AAP Group Staff Survey have now been compiled and are available to all staff. A summary of the key points raised by the survey appears in this issue of *AAP Today*.

6 One of Australia's most popular actors, Gary Sweet, was in character when he appeared with the cast and crew of the ABC-TV series *Police Rescue* at the AAP Centre in October.

14 Nearly 130 AAP staff from around the country received long service awards last month. Photographs from the functions and the full honour roll are included inside.



Jim Shrimpton, Feature Services Editor, with Fiji Prime Minister Sitiveni Rabuka, the man who presented him with the Fiji Independence 25th Anniversary Medal in an investiture with 20 others at Sydney's Waratah Stadium recently. The occasion was a rugby union/netball carnival held annually to mark Fiji's independence from Britain in 1970.

It was Jim who, as AAP's first Suva-based South Pacific correspondent in 1987, broke the news to the world of the two military coups d'etats in Fiji, led by General Rabuka. Fiji Ambassador Peter Stinson said the medals were awarded to people who had contributed in various ways to Fiji's development in recent years; recipients were active in a variety of fields, from missionaries to trade officials.

Jim has written regularly about Fiji in his role as AAP's de-facto travel editor, and has been media liaison officer for the last three years at the annual Fiji Tourism Convention.

A piece in the Telegraph Mirror's 'Between The Lines' column on August 17 illustrates the effect AAP's news can have. It read...

"Things went into overdrive when the automatic computer alert sparked up (sorry about the pun) at bushfire headquarters. The computer, linked to the AAP news network, is designed to set off alarms whenever the word bushfire appears. It was, fortunately, a false alarm - nobody had told the machine to tell the difference between an actual fire and racehorses with 'Bushfire' in their names."

Vietnam Pictures Expose the Hypocrisy, Says Gough

Former Prime Minister Gough Whitlam was at his vintage best in a half-hour address to open an exhibition of Indochina War photographs at the AAP Centre in September.

The 79-year-old elder statesman contrasted Australia's involvement in Vietnam with its stance on Timor in a review of Australia's relations with its Asian neighbours and events in the region over the past 30 years.

A sample:

"The Australian debate on its international relations is perennially distorted on the part of too many of its politicians, ex-diplomats and media opinion makers, by the continuation of selective amnesia and selective animosities.

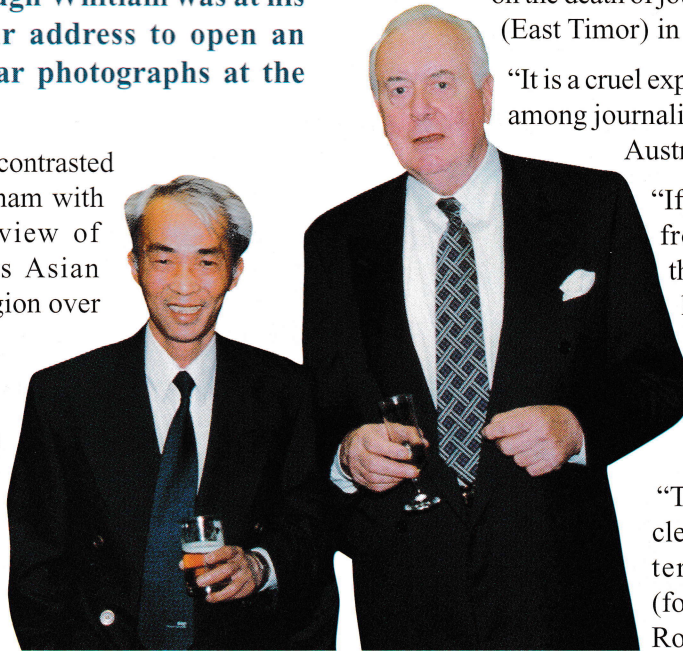
"This photographic exhibition underlines the point. It comprises photographs by photographers who were killed on both sides in the war in Vietnam.



Carl Robinson, veteran Vietnam picture editor and journalist, who spoke on behalf of the photographers, many of whom he knew personally

with Vietnam should be conducted on the basis of the tragic fate of so many journalists and photographers during the war.

"Yet there are sections of the Australian media still, who would insist that our relations with Indonesia should focus



Mr Whitlam pictured at the opening of the Vietnam photographic exhibition with AAP staffer Pham Ngoc Dinh, who was Reuters office manager in Saigon for many years and mentor to many AAP correspondents posted there

"It reminds us that the film images of the war played a profound role in shaping our perceptions of the war.

"It also reminds us of the dangers accepted and courage shown by those who report war, especially photographers and cameramen. This exhibition is a tribute to their courage and professionalism.

"Nobody would suggest that Australia's relations

on the death of journalists in TV teams in Balibo (East Timor) in 1975.

"It is a cruel exploitation of personal tragedies among journalists to use that event to poison Australia-Indonesia relations.

"If Australia is to learn anything from the past three decades, there must first be an end to the hypocrisy which pervades and perverts the debate on our place in the world and distorts our relations with our neighbours.

"These photographs, stark and clear in their portrayal of 'the terrible mistake' - to quote (former US Secretary of State) Robert MacNamara - that was Vietnam, are not least an antidote against hypocrisy."

The exhibition of 70

photographs, which will form the basis of a book to be published later this year by award-winning Vietnam photographers Horst Faas of the Associated Press and Tim Page, were on public display in the second floor foyer of the AAP Centre for three weeks.

All of the pictures were taken by photographers on both sides who died in the Indochina wars between 1950 and 1975, in Vietnam, Cambodia and Laos.

It total, the work of some 50 "western" and 50 Vietnamese photographers will be featured in the book, including so far unpublished material from North Vietnamese photographers and photographers who worked for the Vietcong.



Sales Manager, Media, Leigh Mackay with guest Tim Bowden at the opening of the Vietnam exhibition. Mr Bowden wrote the book 'One Crowded Hour' about cameraman Neil Davis

Group Survey Results Identify Key Action Points

The results of the AAP Group Staff Survey which was distributed in August have been compiled and are now available to all staff.

Neil Hope, Director Human Resources, said the survey return rate, at over 60 per cent, was very gratifying. "For this style of survey, that's a truly remarkable response. Some of the results were quite positive, and others show what areas staff strongly feel need to be addressed," said Neil. "Results were consistent across the Group."

The survey revealed that around 90 per cent of AAP employees feel involved in their work and in control over the way they perform, although women feel less involved in decisions which affect their work. While 70 per cent believe the AAP Group is a good company to work for, this falls to 52 per cent of women and 62 per cent of men who believe it is a growing company which provides career opportunities. Women also often feel they are not sufficiently encouraged to get ahead in their careers.

Eighty per cent of staff, males and females equally, strongly desire to participate in a formal system of performance appraisal, including regular feedback from their immediate supervisor or manager, career planning and goal setting.

A majority of staff also expressed a strong need for specific professional development training courses, particularly in business communications, advanced computer skills and supervisory skills. Many feel there is insufficient information made available to staff on training courses.

EEO, AA and Harassment

Ninety per cent of employees, both male and female, feel it is important for the AAP Group to pursue policies on Equal Employment Opportunity, Affirmative Action and Sexual Harassment.

Twenty eight per cent of female staff and 15 per cent of males report that people they work with make repeated and unwelcome jokes and/or comments of a sexual nature, with 13 per cent of females and three per cent of males reporting that people they work with make unwelcome propositions or suggestions of a sexual nature.

"On that note, although 64 per cent of females said they would be willing to report such treatment to their supervisor, nothing less than 100 per cent will suffice if we are to eliminate the problem," said Neil.

"To that end, two EEO officers have been appointed, Judith Cumming for both AAPIS and AAPCS and Vicki Withers for AAPT. Any complaints may be made through them, supervisors or department or divisional managers.

"I can assure all staff that all complaints will be handled confidentially and professionally."

Eighty per cent of staff strongly desire to participate in a formal system of performance appraisal, including regular feedback, career planning and goal setting...

What Is AAP Going To Do?

A performance appraisal program will be introduced as soon as possible. It will commence with education sessions for both evaluators and staff, including areas of concern such as goal setting, key result areas, review of job objectives and processes, assessment of specific job skills, establishment of training and development needs, and opportunities to review and discuss career goals.

Current EEO and AA initiatives will be continued and followed up with information sessions to discuss the survey results. Regular columns will appear in *AAP Today* on policies, procedures and other staff related issues.

A training needs analysis will be conducted, and the circulation of job opportunities will be widened by the production and distribution of a regular bulletin in which all job vacancies will be advertised.

The full report of the AAP Group Staff Survey, compiled by social and market research consultants Market Attitude Research Services Pty Ltd, is available to all staff through divisional directors.

VICKI APPOINTED AAPT'S EEO OFFICER

AAPT staff who have any queries or complaints regarding EEO or Affirmative Action issues should contact their Human Resources Specialist Vicki Withers.

Vicki, who has already implemented a number of EEO and AA initiatives for AAPT, will be working in cooperation with Judith Cumming in developing a Group approach to these issues, and will liaise with AAPT management on their response to the recent Group survey.



Vicki Withers

AAPCS Stars in Four Galaxy Pay TV Projects

Four contracts worth \$2.4 million to install major MDS transmitters for Galaxy have placed AAP Communications Services in a strong position to bid for future business in the booming pay television industry.

The first transmitting site - on a 100 metre communications tower at Horsley Park in Sydney's west - was successfully commissioned on August 21 and the other three - at north Adelaide, Geelong and Dandenong - are to be completed by early November.

"So far we are on or ahead of schedule," said Adam Gajda, Manager, Engineering Projects.

"This was our first venture into the Pay TV business as a supplier and installer of transmission equipment," Adam said. "It puts us in a good position now to bid for the supply of equipment to the successful bidders for the regional MDS licences which will be going to tender in October/November. There will be some 30 transmission sites in total, and we intend to be very competitive."

Galaxy is owned by Australis Media Ltd, which bought up most of the capital city MDS licences auctioned by the Federal Government last year to get a jump on its Pay TV rivals.



The AAPCS Radio Systems team (from left): Bill Ayoub, Adam Gajda, Darren Alchin and Ian Hine

Galaxy commenced services in January this year, followed by Optus Vision in September and Foxtel in October.

The Horsley Park transmitter extends their coverage of the western and some southern suburbs of Sydney and the Geelong and Dandenong sites as well as the North Adelaide site will substantially extend their signal reach around Melbourne and Adelaide.

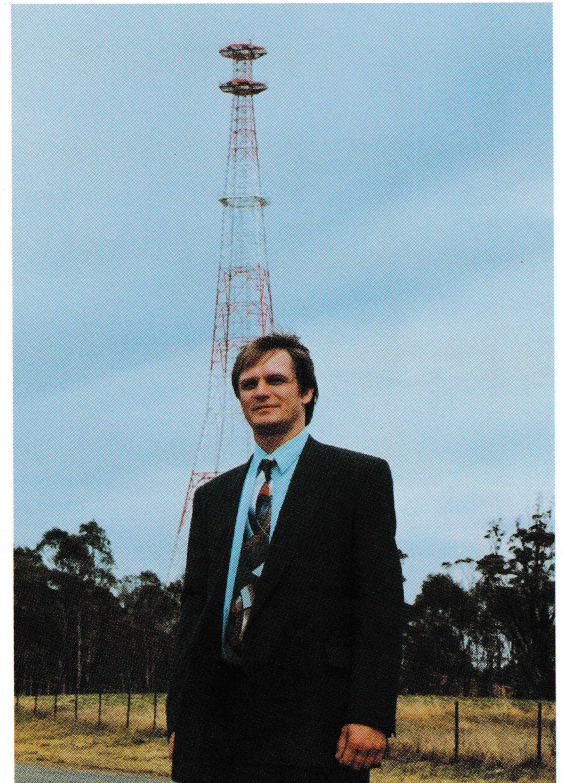
Galaxy staff had also visited the United States to inspect the factory of EMCEE Broadcast Products at White Haven in Pennsylvania and EMCEE had responded by making sure all of their equipment was here on time.

"The Horsley Park site was like a test case for us.

Everyone was watching how we would perform," Adam said. The \$600,000 project was completed in record time and Australis Managing Director Neil Gamble thanked AAPCS for its efforts at a special lunch at the site the day it was commissioned.

But Adam's most treasured approval is from Galaxy's Signal Distribution Manager Sam Watts, a highly respected figure in the broadcast industry, who expressed his thanks in a two paragraph letter.

The MDS Repeating Sites consists of a satellite earth station to downlink the compressed digital video signals and an associated CDV decoding system which brings the signal down to the baseband level. That



Adam Gajda at the Horsley Park transmitter

signal is then scrambled so that only authorised users can see it. The signal then goes to TV modulators, MDS transmitters, channel combiners and finally to the antenna system, with redundancy or backup built in at every stage.

Adam said the RF signal produced must be extremely stable with a very fine error margin of less than 1Hz. And because signals from more than one transmitting site overlap, the three Melbourne sites, for example, will have positive, negative and zero precision offsets to minimise interference.

Adam said that any remaining gaps in coverage could be filled in by "beam benders" or very low powered transmitters, which AAPCS also hopes to be chosen to supply.

He said the quality of MDS reception was very good using low-powered transmitters and ultra sensitive antennae.

TravelNet Explores New Distribution Methods

A new method of distribution of AAP's TravelNet is being pioneered in Cairns, with the potential to greatly expand the service's client base.

AAP has recently signed a partnership agreement with Telstra Multimedia in Cairns to distribute TravelNet on Telstra's Videoview cable television network, which goes to hotels and tourist operators in the region.



Gary Aylward of Telstra pictured with Craig Dick

AAP uses a split from its existing dedicated line to the Cairns Post to deliver the TravelNet data to the Telstra Cairns telephone exchange. From there it is converted into video format and distributed by Telstra via the Videoview Cable TV network.

Gary Aylward, Area Sales and Marketing Manager for Telstra Multimedia in Cairns, said the inclusion of TravelNet on Videoview is a win-win development for all concerned.

"We're keen to provide value added services to our customers and TravelNet on Videoview is a clear example of that. We take care of all the business of sales and marketing for the product, and for the hotels, tourist and transport industries here it means a more affordable and convenient method of receiving accurate flight timetable information, which is so vital to their business."

Mr Aylward said TravelNet is meeting a clear customer demand within the tourism and hospitality industries.

"The service has been well received here and the number of sites receiving it is expanding. There is also the possibility of expanding distribution via Videoview to clients in other cities. We're about to move into the Gold Coast with it, and 58 hotels in Sydney are already wired up, so there is great potential."

Craig Dick, Accounts Manager for Electronic Products, said the Telstra Videoview partnership is an exciting development in the expansion of TravelNet because it eliminates the need for point to point connections to individual hotels.

"It is one of a number of alternative methods of distribution for the service which we'll be considering in the future, to reduce costs to the end user and to expand the client base for what we believe is an excellent service."



Gary Performs a Police Rescue at AAP Centre

Actors Gary Sweet, Steve Bastoni and Sonia Todd and the crew of the ABC-TV drama *Police Rescue* were visitors to the AAP Centre in Sydney in early October.

They were filming an episode of the award-winning series to be aired early next year.

The ground floor foyer, George Street forecourt and 30th floor of the building served as locations for the two-day shoot, in which Sweet's character Mickey performs a difficult and dangerous rescue above the Sydney skyline.

The film crew attracted a lot of attention from passers-by, as well as from workers within the building - many of whom found an excuse to grab an extra cappuccino and see one of



Australia's most popular actors in action.

The episode, entitled 'Nobby's Place' also sees Mickey suffer panic attacks on the job for the first time. It will be screened early next year, in what will be the final series of *Police Rescue*.

Companies Told to Think of AAP in Corporate Dealings

One of the key lessons of the Coles Myer affair was that companies should not contemplate doing anything they would not wish to read about on AAP, the company's deputy chairman Nick Greiner said.

"The reality is that any attempt at sustained non-disclosure of anything that's material or relevant simply is doomed to failure," he said.

Mr Greiner addressed the AAP Financial Markets dinner for business executives at the Art Gallery of New South Wales only hours after holding a press conference in Melbourne to announce that Solomon Lew was stepping down as Executive Chairman of the retail giant.

Joking that the climactic day in the six-week-long battle had at least given him something hot off the press and relevant to present to his financial markets audience, he said he had tossed his prepared speech aside and composed the new one on the flight to Sydney.

"My experience (in Coles Myer) over the past six weeks reminds me of nothing so much as my experience in various leadership contests and other

such things in politics," the former New South Wales Premier said.

"It was the first example in Australia of large scale shareholder activism played out full blast through the media.

"It is clearly the first time there has been such sustained media attention given to a corporate situation and probably the first time the media as a whole rather than the occasional commentator have been active players in the matter.

"It is perfectly obvious the media have not simply been reporting and expressing a view. They have been active participants in seeking to obtain a solution."

Mr Greiner said the media had been very active players in the political game, including leadership contests, for a very long time.

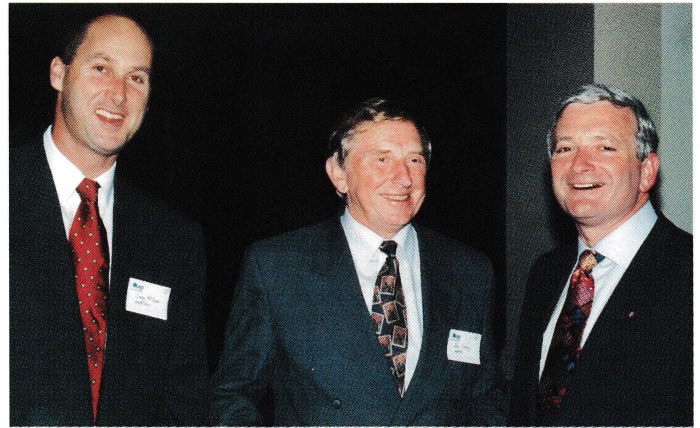
"I think it is unlikely that having lost their virginity in the financial press, that there is going to be other than a continuation of the same set of behaviour and standards.

"What has always gone on in politics, and has gone on here, will continue," he said.

"It is perfectly obvious that corporate Australia needs to learn new and better disclosure laws, which have been pretty much learnt by governments, and that is, if you don't want to read about it on AAP, you shouldn't do it.

"That hasn't been the ethics of business Australia. It wasn't for a long time the ethics of political Australia.

"But I think by and large it is now accepted in political circles that if you don't want to read about it on AAP, if you don't want to hear



Craig McIvor, Lee Casey and Nick Greiner at the AAP Financial Markets dinner in Sydney

it on such and such a radio program, then you really are better off not to do it at all.

"It is perfectly obvious the same thing applies to corporate Australia. It is perfectly obvious that the standard rules need to change."

The AAP Financial Markets dinner in Perth on September 20 also coincided with a major news story.

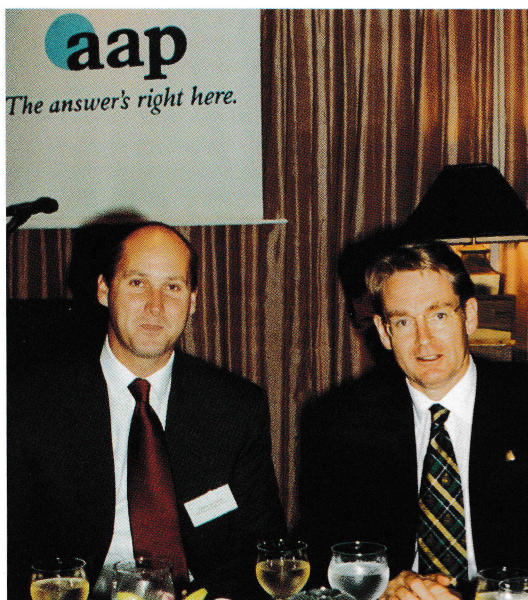
"We were lucky to have our dinner coincide with the sale of the bank of Western Australia - BankWest - when the guest speaker was State Premier and Treasurer Richard Court," said Financial Markets Executive Director Craig McIvor.

"The people who attended were really pleased to be able to get some up to date information about this big event straight from the top."

Craig told both gatherings that an AAP Financial Markets service was seen daily on more than 4,500 screens around Australia, the largest penetration by any vendor.

"The most widely watched is the vital news service which plays a critical part in the operation of the financial markets.

"Over the last 40 years in our relationship with Reuters, AAP has been the quiet achiever. Reuters generic name has overshadowed us to a large extent, but now that the relationship is coming to an end on December 31, we are looking forward to the future."



Craig McIvor pictured at the AAP Financial Markets dinner in Perth with WA Premier Richard Court

Trevor Goes to Extremes in Move From Tassie to China

Trevor Marshallsea moved from coverage of one of the world's smallest states to reporting on its largest nation when he took over AAP's Beijing bureau on September 25.

Trevor, 28, replaced Mike Osborne, who has returned to Sydney to become Finance Editor, and Louise Evans, who transfers from Beijing to London.

Trevor joined AAP in Brisbane in 1987, covering horse racing and general sport, and then moved to Sydney to cover Rugby League before taking 15 months off to travel overseas in 1991-92.

He was posted to Tasmania in May, 1993, after several months on the News and Broadcast Desks.

He said he had learnt basic Mandarin over the last several months in Hobart and would be continuing his language studies in his new posting.

From Beijing, after an early visit to the Great Wall, Trevor writes:

I guess there's not much difference between Tasmania and China really. What, about 1.2 billion people, a hemisphere, a lifestyle, the way the water drains down the sink, and despite what some may think, the strict way one of the two places is run.

Undertaking what's probably the biggest quantum leap a journalist could make within AAP of course brings to mind things that will be missed, but others keenly anticipated.

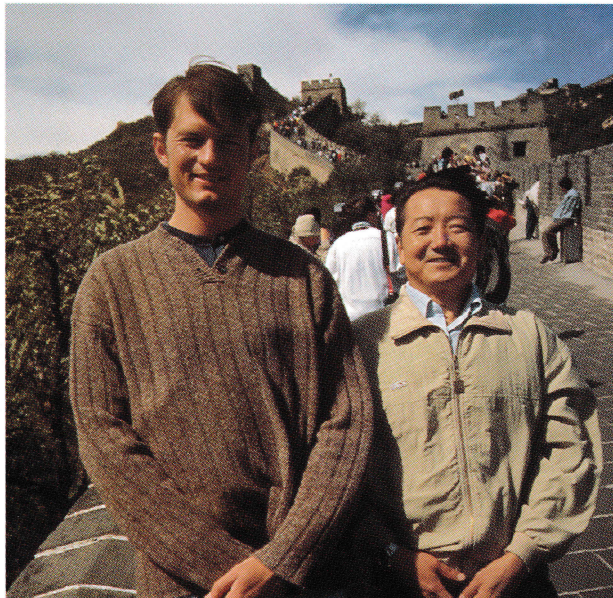
Coffee outdoors at Hobart's Salamanca markets, smoked salmon, oysters, Cascade, cricket, Australian football and AAP formguide-inspired investments on the short term money market will no doubt be missed.

So will the many friends I made in my two years in the south, and the interesting and unusual stories a place like Tasmania can offer.

The struggle against Tasmania's anti-gay laws, the grounding of the Iron Baron, and woodchip and World Heritage issues were among the bigger stories I encountered during a lively posting.

Reporting from one of the world's key cities, and in such an important time for China, has of course whet the journalistic appetite.

In the two years after Mike and Louise leave me their Chinese dynasty, stories to be covered will include the return of Hong Kong, nuclear testing, the struggle over Tibet, and probably the death of paramount leader Deng Xiaoping, or at least the announcement thereof.



Trevor Marshallsea pictured on the Great Wall of China with Xinhua Marketing and Sales Director Li Jinqi

Away from work, studying close-up the lifestyle of such an intriguing race of people will be fascinating.

I'm also looking forward to indulging in some Chinese herbs and medicine, their food and sport, learning more about the history of the country, and honing my skills in speaking Mandarin.

Aside from an office and a flat, I'll also be assuming Mike's place in the Australian embassy cricket team in the keenly contested Beijing summer series against the embassies of Britain, Pakistan, India, Sri Lanka and Bangladesh.

As one famous Chinese sage probably once philosophised, "As one door opens..."

OTHER RECENT EDITORIAL POSTINGS

Other recent Editorial postings include Gordon Feeney's move from Darwin at the end of June to replace Terry Friel as Jakarta correspondent. Gordon was succeeded in Darwin by Rohan Sullivan from the Sydney bureau.

Karen Polglaze has moved from Canberra to replace Trevor in Hobart, while Karen Noack from the London bureau is taking a year off to travel.

Trevor Marshallsea received a welcome farewell present before leaving to take up his post in the Beijing bureau in September - a prestigious national award for science writing.

Trevor won the print media section of the 1995 Michael Daley Award for Science, Technology and Engineering Journalism, conducted by the Federal Department of Science and Technology.

He claimed the prize and \$2,000 for a feature on the discovery of new and rare marine life in Bathurst Harbour, southern Tasmania, which he wrote in the last few weeks of his Hobart posting.

"The organisers in Canberra told me they would fly me from Darwin where I was holidaying to Newcastle for the presentation by Minister Peter Cook and put me up for a night, but for some reason they baulked when I asked if they'd fly me from Beijing.

"Regardless, I should be able to make something start favourite at the Beijing dogs when the cheque arrives."

Visiting All Regional Clients No Meens Feat

Electronics engineer Phil Meens has visited all 50 of AAP's regional subscribers in a three-and-a-half month odyssey through the Australian outback to upgrade their satellite receiving equipment.

His journey took him as far west as Alice Springs and Darwin and along the east coast from Cairns to Hobart.

Phil estimates he travelled around 20,000 kilometres in a variety of hire cars with the most spectacular journeys being from Sydney to Broken Hill and Mildura and the two-



"Can I come too?" Beau, Phil's Bedlington Terrier, all packed and ready to go

week journey from Cairns to Brisbane with his wife Letitia acting as co-driver.

Travel to the Northern Territory, Mt Isa, Cairns and Tasmania was by air.

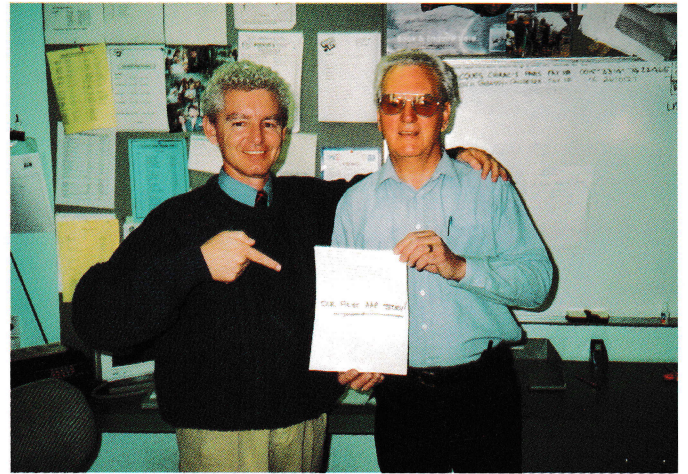
His task was to swap out the old DAS - for demultiplexer and selector - units and replace them with the new computerised data delivery system known as NewsStream.

AAP's news services are delivered to its newspaper, radio and television subscribers in regional centres as a 2400 bps data stream via the nation's largest private satellite network. In most cases, the receiving dish is located on the roof of the local newspaper office. NewsStream decompresses the data at the subscriber site and splits the services back into their original format.

Phil said the actual changeover was a time consuming and at times frustrating exercise requiring an average of four and often up to six hours to achieve stable delivery via the new link.

But the journey took him to places he would never otherwise have visited and provided some surprises.

"I was amazed that some of the newspapers no longer have their own



Tony Bartlett, News Director of Sea FM and Gold 92.5 FM on the Gold Coast and Phil Meens, with the first story the station received after switching to AAP from the BNA news service

printing presses," he said. "Tweed Heads for example sends negatives of its pages to Ipswich for printing and then the same truck brings back the papers a few hours later.

"Dubbo is another hub where newspapers are printed for several surrounding cities including Bathurst, Orange and Goulburn."

Phil said he was also surprised by the size of many country towns with their Grace Bros stores and multi-storey carparks. Other highlights included whale watching at Hervey Bay and the Tasmanian countryside.

"I certainly intend to go back to Tassie when I have more time to enjoy it and the temperatures are a bit warmer."



Farewell to Melbourne's ComNews

The Melbourne office bid a sad farewell to the 25-year-old ComNews Service in June. Prompted by the Australian Stock Exchange's decision to centralise the distribution of company news announcements from Sydney, AAP's ComNews service has moved north.

National ComNews Manager Rosemary Bridge and Director, Administration, Dawn Willis, were on hand for the farewell lunch at Melbourne's Meridian Hotel.

"We had a lovely day but it was very to say goodbye to our staff, many of whom had been at ComNews for around 10 years," Rosemary said. "It's good to know some of them have since obtained jobs elsewhere within AAP"

Pictured at the lunch are (from left) Anna Zurzolo, Lori Valbonesi, Dawn Willis, Julie Duncan and Rosemary Bridge.

Atlanta Coup for Bangarra...

Bangarra artistic director Stephen Page has been invited to coordinate the Olympic flag handover to Sydney during the closing ceremony of the Atlanta Olympic Games next year.

The handover will include a ten minute performance which Stephen will choreograph and direct.

His appointment was announced by the Director of Ceremonies for the Sydney Olympics, Ric Birch, who said Stephen's work with Bangarra, and particularly their latest work *Ochres*, was an exciting mix of indigenous and western influences.

"Stephen's originality, visual style and creativity all impressed me greatly and I think he will do an outstanding job for Sydney and Australia at the Atlanta closing ceremony next year."

Stephen said he was looking forward to the challenge of creating a performance for a huge sporting stadium. "I'm going to enjoy developing an exciting event that reflects the heart and the people of Sydney and our country," he said.

AAP has been Bangarra's major sponsor since the group was formed in 1989. Director, Administration Dawn Willis, who is on the board of Bangarra, said, "The vitality and commitment

of Stephen and the Bangarra team is reflected in their continued success, of which AAP can be proud."

Bangarra has performed to rave reviews around the world. *Ochres* has been performed by the group in Tokyo, Noumea and Canberra, with the Sydney season playing at the Enmore Theatre in November.

Bangarra then has a crowded touring schedule around Australia before going to Atlanta in July 1996, followed by a tour of Canada and the United States in October-November. Its new dance performance, tentatively titled *Poisons*, will premiere at the Sydney Festival in January 1997.



Stephen Page, artistic director of Bangarra

... While Margie Experiences that Southern Hospitality

If you're an Australian and travelling to the Olympic city next year, Sydney journalist Margie McDonald suggests you speak slowly, calmly and collectively.

"I tried... and it still didn't work," Margie said. She writes:

On a two-week assignment in Atlanta last August for the 1995 Pan Pacific Swimming Championships (where the little aquatic marsupials took it right up to the Americans), I was both fascinated and frustrated by the Georgian accent and always thrilled at the Georgian hospitality.

Jet-lagged and looking for an American equivalent of a Tandy store to find the right power plug for my lap-top computer, I stepped off the curb to cross the road outside my hotel.

A firm hand gripped the back of my shorts and hurled me back on to the pavement before a Buick nearly ended my Atlanta visit abruptly.

I turned to look at my saviour and this middle-aged black man waved his finger at me like an old schoolmaster as he said politely but quite firmly: "Mind yer ass mother."

Two days later and feeling less jet-lagged I was having a quick bite to eat in the elevator between my room and the hotel foyer, when two distinguished looking black elderly gentlemen (M1



Margie McDonald in Atlanta

and M2 for the purposes of this story) got into the lift and caught me with my hand in a brown paper bag.

M1: "What yoo got in dat bag?"

Me: "I'm eating a bran muffin."

M1 "You're eatin' yer grandmuther!" (Laughter breaks out all round).

Me: "Sorry... no... a b-r-a-n muffin, it's my accent."

M1: "I sure would like some of that."

Me: "Which one... my accent or my grandmother?"

M2: "She's too smart for you Hal. Let's quit it. Take care darlin'." (And they disappeared into the foyer, their chests heaving from high-pitched giggling.)

Atlanta - the birthplace of civil rights leader Martin Luther King Jnr - has a large black population: 60 per cent to whites' 40 per cent. And they are the most delightful people on earth... impossible to understand when they give you directions. But every facial pore and muscle moves with their eyes ablaze as they talk with such animation. The whites' accent is equally hard to get a grip on but THEY are the ones apologising to YOU when communications break down.

If you like fried food, very sultry weather, an Atlanta Braves baseball shirt being worn on nearly every street corner and a Coke machine (yep, Atlanta started 'The Real Thing' back in 1886) in every hotel corridor, then visit Atlanta - venue of the Centennial Games (1896 - 1996).

Vietnam Medal for AAP Journos

Fifty-six correspondents accredited to the Australian forces in Vietnam were presented with the Australian Vietnam Logistic and Support Medal in a ceremony at Randwick Barracks in Sydney on June 28.

Medals were also awarded to three correspondents, including Michael Birch of AAP, who were killed in action in Vietnam and to nine correspondents who have died since the war ended.

The presentation ceremony was followed by a black tie dinner at the Maroubra RSL Club and then by a reunion at the Journalists Club the next day.

Medals were awarded to a total of 11 former AAP correspondents in Vietnam, including Mick Connolly and Robin Strathdee, who are still with the company.

The VLSM recognises operational service in Vietnam between May 29, 1964, and January 27, 1973, when the last of the Australian troops serving there returned home.



It was created in 1993 for civilians who worked in Vietnam on a variety of jobs including medical teams, embassy officials and civilian aircrew members. Vietnam marked the first major campaign since journalists sailed with Australian troops to the Maori Wars in 1860 that they have not been awarded the same medal as the servicemen they were covering.

Pictured are five former correspondents who covered the war for AAP between 25 and 30 years ago, and who attended the presentation ceremony. Left to right, they are Mick Connolly (Sept - Dec 1965) Robin Strathdee (April - Oct 1969), Keith Smith (March - June 1968), Tony Dyson (July - Dec 1967) and Garrett Jones (Oct 1969 - May 1970).



Two representatives from Malaysia's national news agency, Bernama, were in Sydney in September to observe MediaNet and AsiaNet operations. Manager, Marketing Communications Saras Sundaram and Account Manager Aniceta Ferns spent two weeks with AAP sales people, including a briefing from Director, Sales Michael Harker, with a view to establishing and developing their own version of MediaNet/AsiaNet in Malaysia and Singapore. Pictured above (from left) are Betsy Cabbage, Rex Mitchell, Saras Sundaram, Phillip Ostle and Aniceta Ferns.

The AAP logo is now on permanent display at Syd's Bar, a popular watering hole located opposite the AAP Centre in Sydney's CBD.

Four umbrellas bearing the AAP logo were ordered by Director of Corporate Affairs David Jensen and were put up during the bar's recent refurbishment.

The umbrellas are permanently visible to all Syd's patrons, those AAP staff who work on the Jamison Street side of the building, and to Reuters staff who are located in the Westpac Plaza building adjoining Syd's!



Economist Joins AMQ Team to Provide Live Market Analysis

Leading economic analyst Garry Shilson-Josling has joined AAP Financial Markets to provide economic analysis and market commentary for its AMQ screens.

"I will be taking a very close interest in the way financial information is presented on AMQ, working closely with the Finance Desk to lend my expertise there and leverage off their resources," he said.

Garry will provide an early morning commentary on world market developments overnight on AMQ as a quick start to the trading day.

"There's a significant international component in any market trading in Australia today. Apart from the latest prices from the European, US and Asian markets, our markets are affected by major central bank policies, trends in the major economies and other geo-political developments.

"The first thing people in the markets want to know is what's happened overnight. So I'll be starting work around 7 am and my commentary and analysis will provide the framework for what our clients need to know."

Updates by Garry during the day will cover routine events such as ABS data releases, with special coverage of events like budgets and policy white papers, major political developments, Reserve Bank announcements and the like.

Garry spent five years with the Commonwealth Bank economic research division and five years as Chief Economist/General Manager with online analysis firm MMS International before joining AAP. He has an honours degree in economics from Sydney University and is close to completing a Masters in Applied Finance at Macquarie University.

"I've been a frequently quoted source for journalists but never worked as part of a newsroom," he said. "But I'm used to presenting analysis under tight time and space constraints, in much the same way as journalists have to work to meet deadlines."

Garry said that while there is a lot of economic analysis available on the rival financial markets screen services, it's mainly presented in boring fashion as slabs of text not easily accessible to most readers.

"I'll be making sure my information is presented in an innovative and user friendly way, pushing the system to its limits in terms of colour, graphics and charts. Adding value to our screen services is what my job is all about."

Garry will also be making public appearances on behalf of AAP, speaking at seminars and to groups of clients, "and if

there's an opportunity to provide some corporate advice, I would be very happy to contribute to the decision-making process."

EASY ACCESS TO ACCESS ECONOMICS

Access Economics, Australia's leading firm of economic consultants, is now providing online economic analysis and forecasts exclusively to AAP's financial markets clients.

Based in Canberra, Access Economics is widely acknowledged as the most highly qualified group of economic consultants in Australia. All partners have worked at senior levels in the Federal Treasury and have a wide range of policy, academic and business experience.

"Access Economics provides the best economic information in the country," Financial Markets Executive Director Craig McIvor said.

"Their research, analysis and forecasts of Australia's economic and public policy issues will now be available to our AMQ subscribers, who will enjoy exclusive online access to their data."

Catriona Elected AMWA President

AAP's National Medical Correspondent Catriona Bonfiglioli was elected President of the Australian Medical Writers Association (AMWA) in early October. Catriona joined AMWA in 1993 and was AMWA treasurer in 1994/95.



Catriona Bonfiglioli

AMWA is the national professional association for specialist medical writers, editors and public relations consultants who specialise in medical PR.

AMWA aims to improve the quality of medical writing in Australia and help maintain a high standard of ethics in medical reporting.

AFX-ASIA Financial News Service Launched

AFX-ASIA, a specialist real-time financial news service covering Asia's major equities markets, was officially launched in Hong Kong on September 14.

The company is a joint venture between AAP, the London Financial Times Group, Agence France-Presse and Nikkei of Japan, publishers of the world's largest circulation financial newspaper, the Nihon Keizai Shimbun.

Based in Hong Kong, it has 35 journalists in 12 Asian bureaus as well as in Washington and New York. It is also able to draw on the editorial resources of its four major shareholders plus its sister company in London, AFX News Ltd, which is a joint venture between the Financial Times Group and AFP.

Executive Director International Business, John Lowing, who attended the launch, said that the willingness of AAP to take a major stake and lead role in AFX-ASIA was justified by the strength of regional sharemarkets, especially those in India, Thailand and Indonesia.

"Average profit growth by companies listed on these sharemarkets is estimated to be more than 20 per cent in 1995, and in the case of India more than 40 per cent," he said.



Susumu Kajita, Managing Director of Nihon Keizai Shimbun, with John Lowing at the AFX Asia launch

"Other market influences such as currencies and capital markets are included in the AFX-ASIA product range but coverage of equities is the basic building block on which all else rests.

"AFX-ASIA is for brokers, fund managers, investors and companies around the world who want fast and accurate details about Asia's sharemarkets and companies to protect their investments or find new ones. It offers unrivalled coverage of markets, politics, economics and corporate announcements."

John said the need for this type of information was demonstrated by the response to the service, which had been exceptional since it began trial transmissions in May this year.

"Many financial markets information vendors, both domestic and international, have already made arrangements to distribute the service to their clients on AFX-ASIA's behalf."

Extensive market research had shown the need for a service specialising in Asian equities and the AFX-ASIA wire had been designed specifically to fill the gap.

"With the distribution arrangements now in place, the service is already available on several thousand screens around the world."

Complex Problems All In A Day's Work at AsiaNet

The train pulled out of Town Hall station in Sydney and headed towards the outer southern suburb of Cronulla.

AsiaNet manager Rex Mitchell was agitated. He was due for a late afternoon appointment, but PR Newswire, an American news release distribution company, wanted to know urgently if 'complex Chinese' was available as a translation.

Rex had left his office without being able to raise Li Jinqi, his opposite number at Xinhua News Agency in Beijing. Time was passing and he knew that there was no such thing as a 'use by date' in the news business.

The train stopped at Central, then Redfern and started for Sydenham. Rex grabbed his portable phone and, more in hope than anything else, dialled the Xinhua number.

Sydenham was now behind him and before reaching Kogarah, Rex found himself - despite previous difficulty with portables on trains - having a long conversation with Li Jinqi. As it turned out, the only stumbling block was trying to make Mr Li understand what he meant by 'complex Chinese.'

As Rex later told his colleagues: "At last the penny dropped. Mr Li said 'You mean complicated Chinese. Yes we can do that. We have the software that converts simple Chinese for media who want it.'"

It was just another of the teething problems in establishing AsiaNet - the partnership of 11 news agencies formed to deliver fully translated news releases at high speed to 33 countries within the region.

Now from all over the world, as a matter of course, news releases from

companies such as Ford, NEC, Otis, Amway and Readers' Digest arrive daily at AsiaNet's Sydney headquarters. They are processed and re-routed within minutes.

It is a new way of doing business with the media of Asia. What used to be a traditionally difficult task with cultural and linguistic differences has been made simple with the agencies' alliance.

AsiaNet is also linked to leading news release organisations PR Newswire (US) and Two Ten Communications (UK) which means that news coming out of the region can be disseminated throughout Europe, the Middle East, Africa, the United States, Canada and South America.

Besides providing easy access to Asian media globally, AsiaNet has given the Australian market an opportunity to reach chosen media in chosen countries.

LONG SERVICE AWARDS PRESENTED TO STAFF

A total of 129 AAP staffers with more than 10 years service received awards in ceremonies around the country in September.

Many of those who received the awards - engraved silver medallions from the Perth Mint - are part-time casual staff, including 12 of the 22 in Victoria.



Melbourne office long service award recipients are (back row from left): Mike Hedge, Robert Windmill, Fred Rogan, Terry Kennedy and Gary O'Donohoe; (front): Suzanne Paton, Janet Barklamb, Julie Duncan and Beverley Gray

In Sydney, Chief Executive Lee Casey said, "The awards are being made in recognition of the services of the people who really have made this company what it is today. It is a great deal different from what it was when you all first started, including myself."

Mr Casey said the first issue of awards recognised all the people within the company with 10 years continuous service

or more. In future, special awards would honour those with 20 or more years of service.

Forty-two of the people who received awards have been with the company for more than 15 years, 19 for more than 20 years, 13 for more than 25 years and two for more than 30 years.

(continued next page)

HONOUR ROLL

(with years of service)

Mick Connolly	34	Roy Houssarini	15
James Shrimpton	33	Patricia Harrison	15
Terry Stayte	28	Bronwyn Walenkamp	15
Moya Webb	26	Greg Wilson	15
Phil Meens	26	Robin Strathdee	15
John Lowing	26	Pham Ngoc Dinh	15
Peter Brown	26	Noela Neal	15
Barney Blundell	26	Lorraine Dean	15
Helen Banham	25	John Sheed	15
Bill Allan	25	Robert Gould	15
Betty Maliphant	25	Robert Hunt	15
David Jensen	25	Margaret McDonald	14
Hazel Sproule	25	David Vu	14
Bob Gleeson	25	Michael Rentsch	14
Barry Wheeler	24	Tony Vincent	14
Liz Cornelissen	24	Adrian Spencer	14
Robert Laybutt	24	John Brock	13
Wayne Heming	24	Harry Suhan	13
John Coomber	23	Virginia Koffke	13
Noel Masters	22	Beverley Gray	13
John Radovan	22	Rada Rouse	13
Doug Conway	21	Tim Dornin	13
David Eskill	21	Vince Dicharia	12
Rob Bradburn	21	Rosemary Triggs	12
Bryan de Lacy	21	Mark Ferrett	12
Robert Grant	21	Ian North	12
Ian Dick	21	Mark Ryan	12
Ann Thoburn	21	Amelia Gibson	12
Lee Casey	20	Janet Barklamb	12
Geoff Want	20	Ross Gilligan	12
Glenn Smith	20	Clark Chappel	12
Max Gerlach	20	Maria Homburg	12
Paul Reid	20	Caryl Williamson	11
Mal Ward	19	Gabrielle Owens	11
Kirsty Molomby	19	James Thomas	11
Col Burgess	19	Neil Aveling	11
Owen Keogh	19	Maurice Maneschi	11
Beverley Duncombe	19	John Harrington	11
Neal Cameron	19	Glenn Dewhurst	11
Gil Breikreutz	19	Brian Perkins	11
Betty Keats	18	Elizabeth Gordon	11
Hugo Uribe	18	Frederick Rogan	11
Deidre Packard	18	Alison Cridland	11
Elomina Bow	18	Elaine Wilson	11
Pat Rawlings	18	Garry Keable	11
Beverly Dunn	17	Tony Vermeer	11
Chris Pash	17	Don Woolford	11
Susan Wilkins	17	Michael Osborne	11
Ted Simmons	17	Leigh Mackay	10
Jeanette Willis	17	Noel Barker	10
Garry Dawson	17	James Cuming	10
Alison Best	17	Graham Antonioli	10
Glenn Davis	17	William Kean	10
Leonie Price	16	Trevor Harris	10
Marion Rasdall	16	Garry O'Donahoo	10
Stephen Dettre	16	Robert Windmill	10
Bruce Montgomerie	16	Suzanne Paton	10
Peter Woods	16	Julie Duncan	10
Les Murphy	16	Brenda Rutherford	10
Jennifer Wilson	16	Deborah Thompson	10
Helen Quan	16	Barbara Robinson	10
Mike Hedge	16	Halina Janko	10
Terry Kennedy	16	Peter Squillace	10
Rosemary Desmond	16		



Deputy News Editor John Coomber (23 years of service) with Hazel Sproule (25 years) at the Sydney function

(continued)

Mr Casey said that the AAP Group had 450 staff 10 years ago. It now had more than 1,000 with numbers growing rapidly.

The longest serving employee is Mick Connolly with 34 years followed by Jim Shrimpton with 33 years and Terry Stayte 28 years.

Several have 26 years service including Moya Webb, Barney Blundell, Peter Brown, John Lowing and Phil Meens.

Twenty-five year veterans include Helen Banham, Hazel Sproule, Betty Maliphant, Bill Allan, Bob Gleeson and David Jensen.

Lee Casey was presented with his award for 20 years service by Deputy Chief Executive Barry Wheeler, who has 24 years service.



Pictured at the Sydney presentation are (from left) Marion Rasdall (16 years of service), Susan Wilkins (17 years), Beverly Dunn (17 years) and Moya Webb (26 years)



Brisbane long service award recipients pictured above are (back row from left): Neal Cameron, Ian Dick, Wayne Heming, Adrian Spencer, John Sheed, Garry Keable and Neil Hope; (centre row): Alison Best, Elaine Wilson, Rada Rouse, Barry Wheeler, Ann Thoburn, Glenn Davis, Rosemary Desmond and Bob Gould; and (front row): Paul Reid, Alison Cridland and Clark Chappel. Ross Gilligan and Gil Breikreutz were absent on the day

EDITORIAL RICH IN YEARS OF SERVICE

AAP's editorial executive is rich in years of experience with the national news agency.

Headed by Editor in Chief Peter Brown with 26 years continuous service, it includes Editorial Manager John Radovan with 22 years, News Editor Col Burgess 19 years, Deputy News Editor John Coomber 23 years and Editors in Charge Terry Stayte 28 years, Noel Masters 22 years, and David Eskill and Doug Conway with 21 years each.

They are backed by Sports Editor Bill Allan with 25 years and Features Editor Jim Shrimpton 33 years.

Sydney editorial support staff including casual copytakers also feature prominently on the long service list.

They include Moya Webb 26 years, Helen Banham and Betty Maliphant 25 years, and Robert Laybutt 24 years.

New Group Corporate Brochure Published

The new AAP Group Corporate Brochure has just been printed and is available for distribution through Group Corporate and Public Affairs on Level 3 of the AAP Centre.

The brochure was designed by Neo One to present a new corporate image which should stay current for several years, and which can be readily adapted for print and television advertising.

It consists of 17 single sheets describing the major operating divisions of the Group, contained in a new corporate folder. The sheets have been chosen to replace the corporate book so that the information they contain can be updated quickly and inexpensively, without having to reprint an entire publication.

The folder which contains the sheets is expandable, so that it can also contain product information sheets and/or detailed proposals or presentations.

The cost of the high-quality Corporate Brochure, which may be used by every part of the Group, is \$25 per set. Sample sets have been sent to all interstate offices and operating departments. Please call Virginia Davies on 8178 or fax 8105 to order your supplies.



A sheet from the new Group Corporate Brochure

Speedy Michele's a Natural for Trackwork

Long before most of us have woken, AAP Racing Services Sales Representative Michele Cullen is braving the elements at Randwick racetrack.

By 8 am the vivacious horsewoman has ridden about 12 km of 'fast work' and has traded her signature floral jodhpurs and purple skullcap for a smart suit.

Michele's double life starts at 5 am when she hops aboard trainer Bill Mitchell's charges, and she is widely considered to be among the top five track riders at Randwick.

With her natural ability, Michele could easily have excelled at more sedate equestrian pursuits but she figures horses are built to go fast.

"I'm a speedy chick! I feel the need for speed," she laughs. "I've been riding since before I could walk. I love the animals and the challenge of riding huge and sometimes wayward horses who are carrying on like lunatics every morning - getting them to do their work properly and following them through their campaign is rewarding."

As well as balance and strength, Michele possesses the most important trait for this risky business - she is fearless.

"I've broken loads of things, and I've had a couple of crashes, but the day you feel scared is the day you don't do it."

Michele was involved with top class filly Aragen, a Group One winner last season, as she partnered the filly in most of her trackwork.

She developed quite an affinity with Aragen and was understandably distressed when the outstanding filly had to be destroyed following a race fall in Adelaide in April.

"My lowest moments are when horses break down.

"When horses like Shaftesbury Avenue and Gold Brose broke down in trackwork, not to mention Aragen's accident; it's awful."

Michele, who has ridden for leading trainers Neville Begg and Bart Cummings in the past decade, acknowledges she is among a dying breed.

"There's not many of us left, there doesn't seem to be kids coming in and racing is the only game where trainers have no incentive to take on apprentices, there's no new blood.

"It is very daunting to make the transition from pony club to racehorses."

Michele's father Denis, who represented New Zealand in equestrian events and was a top polo player, encouraged his

daughter to develop her talent but firmly dissuaded her from pursuing a career as a jockey.

But she has chosen the bloodstock industry to make her mark and is well-versed in international racing, having visited tracks including Longchamps, Ascot and Deauville. Michele has also enjoyed a successful stint with top English trainer Michael Stoute at Newmarket.



Michele takes Tip Top through his paces at Randwick racetrack

"I like working with our overseas clients, especially the Japan Racing Association," she says.

Of more recent times, Michele has concentrated on sales. She regularly attends all the William Inglis sales, has built up a great relationship with her customers and is now AAP's number one salesperson in Racing Services.

Racing Sets Up Shop

AAP Racing Services has established a permanent sales office at the William Inglis Sales Complex at Randwick.

Racing Sales Manager Ken Boman said the shopfront site is in an ideal location for Racing Services staff to market their products to the racing industry.

"William Inglis & Son are the leading horse auctioneers in Australasia, and the Randwick complex houses around a dozen sales a year," said Ken.

"Needless to say, it's a wonderful location for an AAP shopfront because it means we'll be seen by all the heavyweights of the racing game, the Robert Sangsters of the racing world who attend the Easter sales regularly.

"Apart from that, it means our products can be set up there on a permanent basis, which is very helpful."

New Class Racehorses Includes Ratings

Volume 12 of AAP Racing Services' prestigious annual 'bible' for the racing industry, *Class Racehorses*, will be released this month and according to Racing Sales Manager Ken Boman the new edition is bigger and better than ever.

"Volume 12 is the first to include our newly-introduced FastForm ratings and we believe that adds even more authority to the book," Ken said.

"The ratings have been prepared by Larry Young of Advanced Racing Technology, who has written a very informative piece for the book about how he prepares them. It's a very sophisticated, scientific approach and a good way for people to understand the handicapping system."

Also included in Volume 12 are features by Brian Carson and Max Lambert, who review the season in Australia and New Zealand respectively, journalist Jennifer Stynes on the Aushorse thoroughbred export drive into Asia, Bronwyn Farr on the bloodstock shakeup and Christine Williams who writes on women in the racing industry.

There are also detailed stories on every Group One winner, pedigree information and results of all Group and Listed

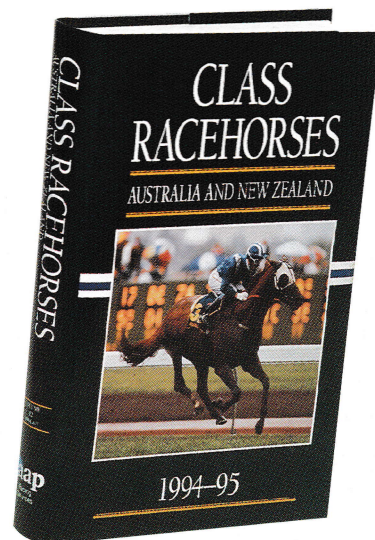
aces in Australia and New Zealand. The introduction is by Brian Agnew, Chairman of Aushorse.

Edited by John Coomber, the new edition is 568 pages with 72 colour photographs.

"Each year it gets better, but we're particularly excited by Volume 12 which we're confident is the most significant yet. And it's tremendous value at \$95," Ken said.

Class Racehorses 1994-95 is the first of the series to be printed off-shore - in Hong Kong - and Racing Services will be hosting a cocktail party to officially launch it in mid-November.

Staff copies are available from Racing Services for the discounted price of \$50.



Safety - First Aid & Workers' Compensation

Workplace safety is something that must be practised each day by each of us. Some commonsense rules that must be observed:

- Report all injuries to your supervisor
- Keep all safety devices securely in place at all times
- Keep all floors free of substances or discarded material
- Don't block fire escapes or other exits, keep access to fire extinguishers clear
- Report any unsafe conditions immediately

Accident Reporting & Workers' Compensation

Any injury sustained during your work or travelling between work and home must be reported as soon as practical to your supervisor, and if necessary treated by an AAP First Aid Provider.

AAP complies with the provisions of the Workers' Compensation Act in each state. Any work-related injury must be reported as soon as practical to your supervisor.

Workers' compensation claims are lodged through the Group Human Resources Department. If an employee is fit for work, but not necessarily their usual job, steps will be taken to action a rehabilitation program. The need for rehabilitation will vary from case to case, and is regarded by AAP as an essential component in ensuring the health and well-being of all employees.

Causes of all accidents or injuries are investigated as part of future prevention measures. If you have any queries regarding Workers' Compensation, call either Cara Chiddy on 8660 or Judith Cumming on 8883.



More Staff Now Accredited First Aid Providers

Thirteen AAP Group staff participated in a two-and-a-half day first aid course conducted by *Survival - First Response* in October. The course covered such topics as basic human anatomy, bleeding control, CPR, soft tissue and head injuries and what to do at the scene of an accident. Attendees (pictured above during their assessment) are now fully accredited First Aid Providers.

A full list of AAP First Aid Providers is held with the switchboard in all locations and on staff noticeboards. If necessary, switchboard staff will locate and advise the nearest first aid provider available to assist. First aid kits are also located on every floor, check noticeboards for details.

AAPCS Restructures Executive Level

Chief Executive Terence Nickolls will head a six-man Executive Board under a restructure of AAP Communications Services senior management which has seen the appointment of five directors with new or increased responsibilities.

Jeffrey Roll has been appointed Director of Marketing, managing all public relations and positioning of the company as well as product management.

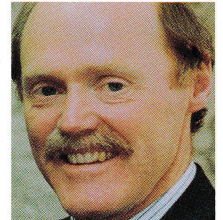
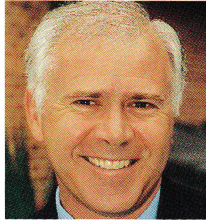
Ron Gauci, formerly Victorian Branch Manager, has been appointed Director of Sales, and will focus on the AAPCS

sales effort to achieve the company's five year goals. Ian Smith, Director, Strategic Development, is charged with looking at new technology applications in all areas of AAPCS operations.

Greg Tocknell, Director, Finance & Administration, is in charge of all Finance and Administrative functions, including computer systems.

Mal Chandler, Director of Services, is now in charge of building AAPCS services and deliverables and overseeing operations.

The AAPCS Directors from left: Jeffrey Roll, Ron Gauci, Ian Smith, Greg Tocknell and Mal Chandler.



New Zealand Not A 'Sleepy Hollow'

The New Zealand branch of AAP Communications Services is now a half-million dollar a year business with excellent prospects for future growth.

Country Manager Roy Cullum said, "To many Australians, New Zealand is Sleepy Hollow - a place for vacations, a land of mountains, lakes, sheep and more sheep.

"But it's also the Land of the Americas (NZ) Cup, of rugby supremacy and a very successful economic experiment that has brought boom times for business.

"Our job is to identify new business opportunities for AAPCS and to retain existing business by providing quality service," he said. "We have several strong relationships in place and there are very good prospects for future growth."

AAPCS was established in Wellington in 1987 and its five staff members are split between there and Auckland.

Its primary activities include the installation and support of the Octel voice processing system for Telecom Mobile Communications Limited, a branch of Telecom New Zealand.

TMC boasts the largest cellular voice information processing platform in Australasia with more than 100,000 active customers.

AAPCS provides 24 hour countrywide backup and support services for this platform. It also provides maintenance and support for Telecom NZ's PictureTel videoconferencing installations and for other PictureTel customers.

AAPCS is also providing microwave links for Clear Communications, New Zealand's second telecommunications

carrier, in various parts of the country, including Rotorua, Napier, Whangarei, Invercargill and Dunedin.

The digital links, carrying voice and data communications, are similar to those being installed by AAPCS for Vodafone in Australia.

Other members of the New Zealand staff are Elaine Pram, who is responsible for administration and finance, the hands-on technical team of Gavin Jones and Michael Green and sales executive David Davies who has just joined the company.

For the first time this year, AAPCS mounted a stand at the Telecommunications Users Association of New Zealand (TUANZ) annual trade show with Director of Marketing Jeffrey Roll and National Product Manager Brendan Linnane flying in from Australia to lend support.



The AAPCS New Zealand team (from left): Elaine Pram, Gavin Jones, Roy Cullum, Michael Green and David Davies

AAPT Launches Mobile Phone Service With Vodafone

In response to demand from its business customers, AAPT Telecommunications has launched a digital mobile phone service.

AAPT will use Vodafone as its network supplier, while retaining the same billing and customer support services currently offered to its long-distance customers. AAPT's billing service has been seen as an industry leader since its introduction in 1993.

"We are confident our relationship with Vodafone will enable us to provide our

customers with a high-quality mobile service to augment the long-distance phone services we currently offer," said AAPT CEO Larry Williams.

"We chose digital rather than analogue technology because of its inherent security, better quality and its ability to enable us to offer a wide range of value-added services including call waiting and forwarding, fax and data," he added.

AAPT will offer a range of mobile product options designed to meet the varying business needs of its existing and future long-distance customers.

Vodafone's CEO, John Rohan, said "We are very pleased to have reached agreement with AAPT to provide them with mobile network services. The partnership with AAPT will boost us in our quest to become the foremost digital mobile carrier in Australia."

Mr Williams said AAPT is committed to playing a major role in the telecommunications industry after the next phase of deregulation in mid-1997.

"The addition of digital mobile to our current range of service offerings will enable us to position ourselves for this next challenge," he said.

AAPT Staff Mobile Offer

AAPT Group staff will be able to take advantage of a mobile offer from AAPT by Christmas.

Developed especially for staff, the plan offers attractive benefits, low costs and easy access to the mobile market.

Under the plan, digital mobile phones from Nokia, Alcatel, Ericsson and Motorola can be leased for between \$15 and \$40 per month, which includes comprehensive insurance covering loss, damage, theft and unauthorised calls; or phones may be purchased at competitive market rates.

Contracts for phone rental are for two years.

"The AAPT staff mobile plan offers free connection to the Vodafone mobile network, a very low monthly access fee of \$25 per month and extremely competitive call rates, making it a tax effective solution," said Toula Mantis, Manager, Mobile Products.

"It also includes free connection to a full range of voice and text

messaging services, such as voice mail and mobile paging, for which there is no ongoing monthly fee - users simply pay for the service if they use it.

"We'll have various options available for staff who want to buy phones, but for those who prefer to lease, the great benefit, apart from the lower upfront cost, is that there is no worry about the hardware being out of date in two years' time when the lease ends.

"Leasing your mobile effectively makes you 'future proof' as far as technology is concerned."

Toula said other benefits of the staff mobile plan include 'roaming', or the ability to use the phone, in up to 30 countries and a range of accessories such as batteries and car kits.

Staff who have existing mobile contracts or analogue phones are also encouraged to enquire how the plan may benefit them.

To find out more about AAPT's staff mobile plan, contact Stephen Standish on 692 1125.

Phone Deals With Asian Carriers Announced

AAPT has announced international correspondent deals with three Asian carriers: KDD in Japan, Singapore Telecom and Globe Telecom in the Philippines, which mean the exchange of international calls.

CEO Larry Williams said the deals will result in real benefits to AAPT's customers.

"Firstly, they enable us to offer route diversity if ever there's a problem with the Telstra or Optus routes. Secondly, there's a long term benefit of allowing AAPT to better manage its costs of international long distance telephone traffic, thus allowing us to better serve our customers."

Mr Williams said the agreements also reflect recognition of AAPT as an established international communications carrier.

The connection between AAPT and the other carriers' networks will use CCS7, the most advanced signalling protocol available. AAPT uses CCS7 within its own network and with other correspondent carriers and has long urged Telstra and Optus to offer the same high-level connection to their networks.

New Indonesian Financial Service Launched

Indonesian Market Quote (IMQ), AAP's first joint venture into one of Asia's national financial markets, was launched at the Jakarta Stock Exchange and at a two-day Asia-Pacific stock exchanges convention there in early October.

Project Manager Ross Gilligan said the service had attracted keen interest and a strong list of potential clients.

IMQ, pronounced E-M-Key in Indonesia, began live revenue earning operations on November 1.

It is a joint venture between AAP, with a 45 per cent shareholding, and the Indonesian national news agency, Antara, which has 55 per cent.

International Business Division Executive Director John Lowing said the public unveiling of the product was brought forward to coincide with the regional stock exchanges convention and the official opening of the Jakarta Stock Exchange's automated trading system.

"This is a proud achievement for AAPIS," he said, "and all credit is due to those associated with the project - Greg Holland and Maureen Murphy for initiating and establishing the joint venture, Nick Hughes and his software team for guiding the software development, FMS personnel for providing training and general guidance and Ross Gilligan and Iain Atkins for overseeing the implementation and launch."

IMQ is based on AAP Market Quote (AMQ), the real-time quote information, news and data service developed by AAP for coverage of the Australian equities, foreign exchange, interest rate and futures markets.

John said that volumes on the Jakarta Stock Exchange doubled over a four month period this year with the number of listed companies increasing by 40 per cent.

"One securities house in Jakarta recently estimated that there will be \$US 50 billion worth of privatisations there between now and the year 2000, dwarfing any floats we have seen in Australia," he said.

"With its giant population, expanding financial markets and support for industry deregulation, Indonesia is an obvious target market for AAP and its real-time services.

"We have developed products drawn from our considerable skills in technology, marketing, information gathering and data collation that can easily be transferred to developing equity and financial market centres in Asia."

Ross said that reporting for IMQ was a new experience for financial journalists at Antara,

which had no previous experience as a "real-time" financial news agency.

"IMQ requires a radically different approach to what is usual and Antara and the reporting and editing journalists have performed very well considering that this is their first experience of live transmissions.

"There is room for improvement and I will be working closely with them to tighten story selection and editing standards, but the key point is that they have learnt to keep the news flowing."

LEARNING EXPERIENCE FOR THE TEACHER TOO

"It was a learning experience for me as well as for the team we put together," Ross Gilligan said of his role in the IMQ project.

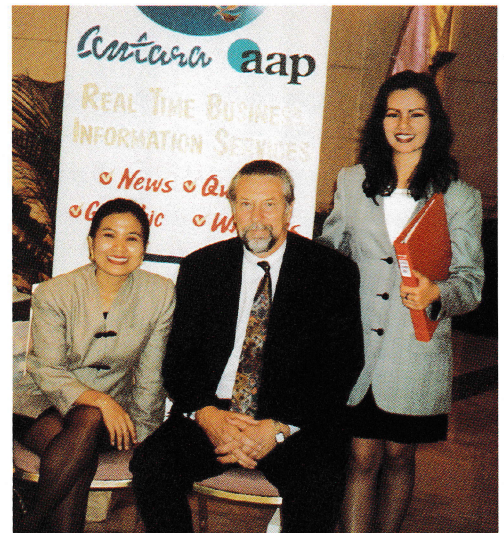
"We had to create a company from the ground up, from such mundane tasks as selecting the carpets, the wallpaper and PCs to arranging the data feeds from the banks and brokers and from the Jakarta Stock Exchange, as well as selecting a suitable delivery system.

"The AMQ software, on which the Indonesian product is based, was customised in Sydney with some follow-up work in Jakarta, but almost everything else was put together on the spot."

Ross has flown to Indonesia six times since his first visit in March this year and estimates that he has spent about half the year in Jakarta.

"We had to build our financial news team of an editor and six young journalists, most of them outside hirings, and train them as financial reporters. They provide the news service in both Indonesian and English.

"They in turn are backed by sales and marketing teams, technical support, customer services and administration and finance staff."



Pictured at the launch of IMQ in Jakarta (from left): IMQ Sales Manager Asima Sitorus, Ross Gilligan and IMQ Sales Representative Angelly Hermanus



The IMQ logo

(continued from page one)

“Hughes for example has over 80,000 PES installations worldwide, with more than 25,000 of them using the LANADVANTAGE™ platform.

“Once we have this network in place, we will be in a strong position to bid for further business from the major mining companies which are working in those remote areas of Western Australia to use our satellite links for their own communications purposes.

“Given the difficulties associated with providing communications within such a vast continent, satellite offers a viable alternative to costly terrestrial solutions.”

Bill said the pipeline project was a high profile undertaking in Western Australia that had had to contend with several sensitive environmental issues along its route, with any disturbances caused to undergo intensive rehabilitation.

“Companies along its route are expected to switch all their diesel-powered equipment to gas. They must be guaranteed a constant supply. Any interruption to the gas flow would have serious consequences for their operations and the pipeline company needs to meter gas flow for charging purposes.

“The pipeline will be made of 350mm to 400mm diameter steel pipes, fully welded and coated to protect against corrosion, and buried a metre underground.

“Our strong Western Australian presence was very important in helping win the



The route of WA's new natural gas pipeline, from Yarraloola to Kambalda

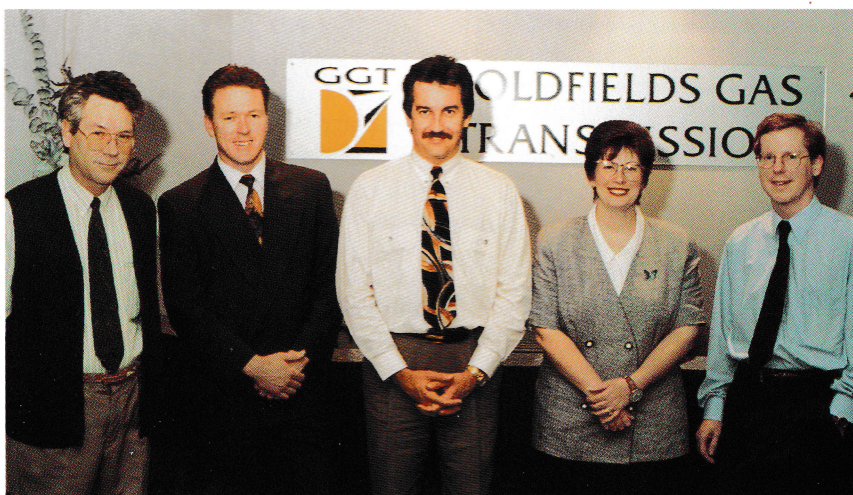
contract, which will be formally signed in Perth on November 3,” Bill said.

“The contributions made by Garry Dawson and other members of his team were also vital to our success.”

The AAPCS agreement is with Goldfields Gas Transmissions Ltd, with the Perth office of the consultancy company CMPS&F acting as the project manager for GGT on the Goldfields Gas Management and Communications System.

Data from the pipeline will be monitored at GGT's Pipeline Control Centre in West Perth and at the Pipeline Back-up Control Centre at Kalgoorlie.

The entire system will be facilities managed 24 hours a day by the AAP Customer Access Centre, tracking the performance of the system and reporting to GGT at regular intervals.



AAP Sales Executive - Radio Bill Houghton (second from left) pictured with CMPS&F representatives Ian Gooding, David Lynn, Annie Masterson and Roger Pyne

Save on Your Phone Bills With AAPT's Staff Phone Plan

Big savings on long distance phone calls are now available to all AAP Group employees and their families through the AAPT Staff Phone Plan, which offers substantial savings on Telstra's standard rates.

The minimum saving to those on the AAPT Staff Phone Plan will be 25 per cent off national phone calls, based on Telstra's standard rates. International calls will attract a 30 per cent discount off Telstra's standard time of day rates.

Specific savings offered by the Plan for national calls are 25 per cent discount off Telstra's peak rates (Monday to Friday, 8 am to 6 pm); 50 per cent off the Telstra off peak rate (Monday to Friday 6 pm to 10 pm) and 25 per cent off the Telstra economy rate (all other times including all day Saturday).

A 30 per cent discount off Telstra's standard time of day rates applies to international calls.

To qualify for these savings, staff must live in one of AAPT's switch areas and need to dial '1414' before any long distance or international call.

As a comparison, Optus offers up to 17 per cent discount off long distance calls, based on Telstra's standard rates.

Joining up is simply a matter of filling out a brief application form. There are no joining fees, and a brochure which details all the benefits and features of the service is available.

To find out more, contact AAPT's Bernie Ellison on (02) 377 7254.

Charity Funding Has Tangible Rewards

In the last nine years, the AAP Group has helped raise more than five and a half million dollars for Australian charities through the annual Financial Markets Len Evans Charity Golf Day and Auction.

This money, which goes towards research, family assistance, rehabilitation and equipment, has had a direct and positive impact on the lives of many underprivileged, disabled and ill people and their families.

This year's event raised over \$900,000, distributed to the following charities:

The Financial Markets Foundation for Children works towards improving the health and welfare of Australian children by funding a number of research and social projects. The Foundation received \$220,000 from the 1995 event, which will support a number of national research projects including Giant Steps Association, The Australian Paediatric Surveillance Unit, Department of Paediatrics, Monash University and the Australian Caption Centre.

The Sunnyfield Association provides a range of services to the intellectually disabled designed to help them work and live as independently as possible in the general community, such as accommodation for those with high-support needs, employment, transport and training. Sunnyfield also provides employment through its two business divisions: Ablite which manufactures lighting equipment and Sunnyfield Industries, specialists in assembly, direct mailing, warehousing and distribution.

This year, the association received \$88,000, which it has used to buy a new press brake for the Ablite Factory.

The Australian Stockman's Hall of Fame and Outback Heritage Centre was established in Longreach in 1988 as a Bicentennial tribute to the pioneers and settlers of rural Australia. One of its ongoing projects is the compilation of an oral history collection.

So far, more than 400 interviews with 'old timers' have been conducted and are being transcribed, as a unique and colourful preservation of Australian history. The centre also provides a library and information service. It received \$88,000 from this year's event, which will go towards expanding its collection and establishing world class conference facilities and gardens.

The St Vincent's Hospital Bone Marrow Transplant/Haematology Unit is conducting cutting edge research into a number of areas related to cancer and bone marrow transplantation.



Sunnyfield employees assemble two and a half million headsets a year for Qantas

"We are most grateful for the effort put in by the supporters of AAP in fundraising," said Professor Biggs, Director of the Department of Clinical Haematology.

The unit received \$88,000 from this year's event, which will directly further this research.

The MS Society of Australia coordinates the selection of research programs into finding a cause and cure for multiple sclerosis.

"We have around 15 different research programs ongoing, and we coordinate that research nationally and internationally," said Peter Lane, Research Fund Manager. "Last year, for example, a breakthrough relevant to

AIDS also has substantial flow-on benefits for MS."

The Society received \$66,000 from this year's event, which will be distributed throughout several of its research programs.

Odyssey House McGrath Foundation provides services for young men and women who have suffered serious drug misuse, by offering a long-term residential/rehabilitation program as well as outreach, family support and educational services. Sixty per cent of participants go to Odyssey House as an alternative to incarceration.

"One of the areas we're trying to expand is our education and outreach counselling service, particularly in Sydney's southwest, where there is a great need," said General Manager James Pitts. "The contribution from AAP makes a big difference." Odyssey House received \$44,000

from this year's event, which will go directly towards expansion of this service.

Joseph Varga School provides a family, home and educational environment for children in special need, who may be handicapped, emotionally disturbed or possess learning disabilities, and those 'at risk'.

The school caters for children aged five to 18, many of whom are street kids, and provides a safe house atmosphere for runaways, truants, offenders, and violent and abusive children. The Joseph Varga School received \$44,000 from this year's event, which will go towards the establishment and stocking of a much-needed library, to be named in honour of AAP.

The Cancer Patients Foundation Limited runs the 'Look Good... Feel Better' program through hospitals and cancer centres around the country.

Members include most cosmetics, fragrance and toiletries companies in Australia, who donate funds, products and access to trained beauty professionals to conduct 'Look Good... Feel Better' workshops, designed to restore the self image and confidence of cancer patients.

"People think it's superficial but it goes much deeper than that," said National Program Manager Virginia Way.

"Restoring self image and confidence has an impact on the whole psychology of a patient, and research shows that positive thinking impacts on your ability to tolerate treatment and on your survival."

The program received \$44,000 from this year's event, which will go towards its national expansion.

The International Diabetes Institute undertakes research into the prevention of diabetes and associated disorders as well as community education and health care for those with diabetes.

One of the Institute's main areas of research currently is the early detection and ultimate prevention of insulin-dependent diabetes, a chronic and often debilitating condition with onset mainly in childhood. Research has led to the development of a new child screening test which has the potential to detect diabetes up to 10 years prior to diagnosis, making the potential for prevention a real possibility and leading to major cost savings in the health system.

The Institute received \$44,000 from this year's event, which will go directly towards this research.

The Australian Brain Foundation allocates funds to research and medical education in the diagnosis and treatment of brain disorders, injuries and diseases.

"When you consider such conditions as strokes, tumours, epilepsy, multiple sclerosis, Motor Neurone, Alzheimer's, Parkinson's disease, migraine, birth defects and brain injuries then you have virtually affected every family in Australia," said Verity Gibson, the Foundation's Development Officer.

"Our work aims to help prevent, diagnose and treat these conditions and donations are vital to our work as we receive no government funding in New South Wales." The Foundation received \$44,000 from this year's event which it is putting towards the purchase of a machine which will provide useful information about the nature and development of complications affecting blood flow to the brain after injury.

The Children's Leukaemia and Cancer Foundation

operates the National Research Centre into Children's Leukaemia and Cancer and is dedicated to finding a cure. The Foundation also conducts seminars and counselling for children and their families and provides accommodation and financial assistance to families in distress.

"Approximately 80 per cent of our funding goes to research, the remainder to our social welfare programs," said the Foundation's General Manager Mark Franklin. "While research over the years has dramatically increased the survival rate of children with cancer from around two per cent in the 1960s to around 70 per cent today, there is still a long way to go."

The Foundation is currently focusing on several major research projects, and received \$44,000 from this year's event, which will go directly towards research into neuroblastoma.

The Muscular Dystrophy Association of NSW initiates and supports research into muscular dystrophies and other neuromuscular diseases, and also aims to meet the needs of those affected.

Muscular dystrophies are among the most disabling conditions known, causing progressive limitation of strength and mobility in adults and children of both sexes. The Association received \$44,000 from this year's event, which it is putting directly towards research into the molecular genetics of Duchenne muscular dystrophy at Royal South Sydney Hospital. Duchenne muscular dystrophy is at present incurable, and the aim of the



Cancer patients get a mental and physical boost at the 'Look Good... Feel Better' workshops

research is to develop ways of detecting the defective gene with greater speed and accuracy.

St George Foundation was established by the St George Bank in 1990 to cater for the special needs of children, whether they be disabled, disadvantaged or talented.

"Our main aim is to assist those causes which don't have a funding infrastructure in place. That means we mainly assist the lesser known causes, and we try to spread our funding across a wide number of organisations," said the Foundation's Promotions & Community Relations Manager Diane Ainsworth. The Foundation received \$22,000 from this year's event, which will go towards ongoing projects.

Technical Aid to the Disabled is a voluntary organisation, consisting largely of engineers, technicians and tradesmen who put their skills to use designing and building equipment to suit the personal needs of the disabled. This equipment ranges from chair machines and scooters to toys, modified PCs, kitchen implements and recreational equipment, which aims is to increase quality of life.

TAD received almost \$22,000 from this year's event, which will go towards providing disabled children with special equipment to help them function more effectively at school and at home.

New Clubs Win Graeme the Golf Championship

A new set of clubs was all the inspiration Graeme Mercer needed to win the annual AAP Social Golf Club Championship at Kogarah on October 8, his victory coming just two days after he picked them up.

Graeme tossed out his old set of nine years in favour of a high-tech set of Daiwa irons with graphite shafts, oversize, offset heads and metal woods.

"They made an incredible difference," he said. "I could never get the ball in the air with the old steel shafts, but that's no problem with the flexibility of the new clubs."

So effectively did Graeme get the ball airborne that he came within 10 cm of a hole in one on the 138 metre par-3 fourth hole.

His winning score was 37 points off a handicap of 27 on a day made difficult by blustery wind, aircraft noise, early morning rain and tricky greens. The victory was set up by the 22 points he had on the front nine.

Graeme, AAP Group Facilities Manager, bought the new clubs on Friday, had a practice session at the driving range and then tried them out over 14 holes at "Royal" Avelon on Saturday to prepare for the Sunday championship.

"It's only the second trophy I've ever won," he said later. "The other was a 4BBB at Blackheath with the Harbord Diggers social club several years ago."

So encouraged is he by his form with the new clubs that



Graeme has decided to take some regular lessons. "But I don't intend to give up my day job."

One of Graeme's playing partners, Peter Woods, was runner-up with 36 points. Graeme is pictured with the AAP trophy.



Dan Sadler, Colour Reproduction and Facilities Manager, West Australian Newspapers, (left) is presented with a special trophy by AAP Telecommunications Branch Sales Manager David Price for his hole-in-one at the AAP corporate Golf Day in Perth on July 27. Dan's ace on the eighth hole was the highlight of a very successful day which saw 108 players take part on the Burswood Park Course - double the number of the inaugural tournament last year.

The winning team in the four-ball ambrose event with 54.375 points was David DeLoub of Banque National de Paris, Michael Punch of William Noall, Kent Burwash of Prudential Bache Securities and Kevin Gallenhawk of Westpac (pictured below). Event organiser Jesse Flottman said Perth had turned on fantastic weather for the event with a top of 27 degrees on what should have been a winter's day.

The interstate contingent playing in the tournament included Barney Blundell, in town for an Australian Telecommunications Users Group meeting, who made up a four with his fellow ATUG committee members Mike Smith of the Commonwealth Bank in Sydney, Des Kennedy of the NRMA and Brigadier Neil Horn of the Defence Department, Canberra.



Camel Caption Competition Winner

The winner of the caption competition from the last issue of AAP Today is Financial Analyst Davy Kazan, for his crude but amusing entry "I always wanted a hump in the back of a ute." For his efforts, Davy won \$200. Pipped at the post were entries from Susie Carr, Maurice Maneschi and Constantino Melino. Thanks to all who entered.

A four hour cocktail party cruise on Port Phillip Bay on December 1 is planned as the highlight of the year for the AAP Social Club in Melbourne.

The club, formed in April, has a membership of around 60 from all companies and divisions in the Group. Racing writer Robert Windmill is president, copy taker Suzanne Paton is secretary, finance manager Terry Kennedy is treasurer and the committee members are Bev Gray (AAP Editorial), Liz Wright (reception), Suzanne Altman and Mark Robinson (AAPT), and Karen Sutherland and Don Oakes (AAPCS).



The AAP Melbourne Social Club committee (from left): Terry Kennedy, Mark Robinson, Suzanne Paton, Karen Sutherland, Bev Gray, Robert Windmill, Suzanne Altman and Liz Wright. Don Oakes was absent.

Club members pay a joining fee of \$10 and \$5 per month, which entitles them to a club card designed by Mark Robinson. Presentation of the card entitles members to a variety of

idea was to bring the various sections of the company together on a regular basis in a friendly and enjoyable social atmosphere, and that seems to be working.”

discounts at various retailers and outlets around the city, as publicised in the club’s monthly newsletter.

The inaugural social event was a wine and cheese night in the AAP boardroom on July 28, which nearly 70 staff attended, which was followed by a dinner function and cinema night.

“The committee has been encouraged by the positive feedback from staff,” said Robert. “The

Social Clubs Up and Running



Some of the Sydney AAP Social Club organisers socialising at Syd's Bar (back row from left): Patrina McLean, Judith Cumming, Judith Haupt, Dawn Willis, Wesley Ryder; (front): Simon Poulden, Grace Russo, Lisa Edmunds, Alexis Scott, Christine Fraser, Christine Hitchcock.

Encouraged by the success of their Melbourne counterparts, Sydney staff are in the process of establishing a Sydney AAP Social Club.

Driven by Dawn Willis and Maurice Maneschi, the inaugural meeting of the club was held in October, attended by Maurice, Judith Cumming, Grace Russo, Lisa Edmunds, Simon Poulden, Jenny Sparke, Craig McIvor and Judith Haupt.

While still in the fledgling stages, the de facto committee agreed on a number of proposals, the first of which will be a staff survey to determine what people want from their social club. “It’s important to do the things that AAP staff want, and to offer variety. One clear message I have received so far is that members would like discounts from local establishments,” reported Maurice. It is proposed a joining fee of \$10 will be charged, with a \$2 per week subscription. Arrangements are being made to automatically deduct these fees from members’ pay packets.

A number of staff have been asked to represent the AAP Social Club for their floor. They are: Grace Russo, (Lang 3), Karen Fornito (5), Christine Fraser (6), Christine Hitchcock (7), Katie Humphries (8), Rachel Waugh (10), Judith Cumming and Alexis Scott (11), Simon Poulden (15) and Dawn Willis (17), with Lisa Edmunds and Patrina McLean being the reps for Glebe. As AAPT are the most recent to arrive at the AAP Centre, the names of the representatives for levels 12, 13 and 14 and Ross St have not yet been confirmed.

The club will be open to all AAP Group staffers in Sydney and everyone is encouraged to fill out the survey and join in! In the meantime, if you have any queries/suggestions regarding the formation of the club, please contact the appropriate representative.

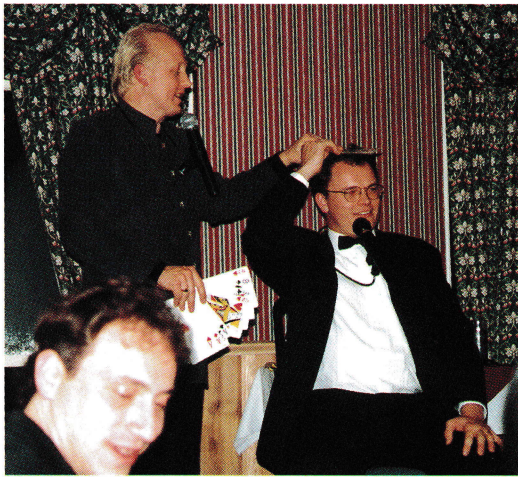
Financial Markets Kicks Off in Bowral

Eighty AAP Financial Markets staff from across Australia descended on the picturesque Southern Highlands town of Bowral in August to celebrate the official launch of the division.

Berida Manor hosted the event over the weekend of August 4 to 6, which saw staff mix business with pleasure.

“There was a great atmosphere and we were very happy with the way it went,” said Sales Secretary Jo McQuilty, who along with Sales & Marketing Director James Cuming spent around a month organising the weekend.

“Interstate staff and managers arrived on the Friday, and Sydney staff drove down on the Saturday morning,” Jo said.



Entertainers for the evening: Scott ‘the Doctor’ Williams with Adam ‘the King’ Richards

“We had a conference on Saturday, when staff were addressed by motivational speaker Ron Tacchi, as well as James and Executive Director Craig McIvor, who spoke about the opportunities and

future plans for the division. Then it was time to relax!”

Saturday evening’s dinner had a black and white theme and featured comedian Scott Williams. Staff let their hair down



Dressed in their best Collingwood colours were (top row from left) Anita Fulton, Gabby van Meurs Kara Harriss, Rob Mead, Sharon Elias, and George de Nardis; (bottom row): Paula Campbell, Shaun Doyle, Janet Barklamb, Wendy Coombs and Andrew Hector

afterwards at the disco before a relaxed Sunday morning, with free time or sports such as tennis and golf, before heading home after lunch.

Right: Part of the AAP Financial Markets contingent pictured in the gardens of Berida Manor, Bowral



In-House Graphic Designer Open For Business

The skills of in-house graphic designer Mike Wilkinson are now available to all divisions and companies of the Group.

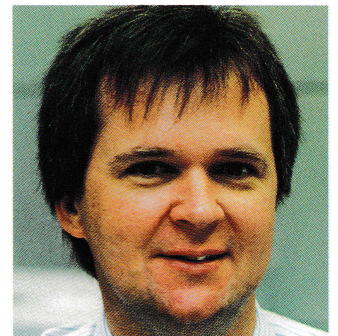
Mike, 43, joined AAP in August and has since been inundated with work requests from AAPT, AAPCS, Racing Services, Financial Markets and AAP Sales.

“I’m here to do as much in-house work as possible, so that we can turn things around more quickly and help keep costs down,” Mike said.

“I’m more than happy to talk to people about their print and design requirements, and to lend a hand whenever possible.”

Mike will be complementing the role played by the outside designers and agencies used by AAP. He has more than 20 years experience as a graphic designer and has worked for a number of design studios and advertising agencies.

His skills include design, art direction, typography and illustration. As part of Group Corporate & Public Affairs, he can be found on level three, Lang Street and contacted on 8176.



Michael Wilkinson

A-A-P-T's Corporate Song

(To the tune of "Hey, Big Spender!")

*The minute you picked up the phone
I could see you were a man with a problem
an unhappy user
Over-charged and so maligned
So wouldn't you like to know what's going on with your
lines?
So let me get right to the point!
There's a solution and I'm sure you will agree
A-A-P-T We can make your life a breeze*

*Wouldn't you like to have smart, bill, reports!
How's about a few graphs, graphs, graphs!
They will give you more information
Let me give you more information*

*The minute we walk in your joint
You will see we are a real phone company
A REAL BIG PLAYER
Switched network, nationwide!
So wouldn't you like to satisfy you own peace of mind?
So let me get right to the point
We are Australia's third long distance company
A-A-P-T Put your mind at ease with me*

*Wouldn't you like to save on voice, data, and fax!
How's about some real service, service, service!
I could improve your - bottom line
Let me improve your - bottom line*

*The minute you get your first bill
You will see how we have saved you money
On all your usage
Huge savings, guaranteed!
So wouldn't you like to add some noughts to your bottom
line?*



*So let me get
right to the point
Thirty thousand
customers can't
be wrong
Hey, over
spender!
Save a little cash
with me
Save a little cash
with me.*

....

*AAPT CEO Larry
Williams poses
with singer Jenny
Andrews, above
left, and is
pictured below
with 3rd
quarter CEO
Award
recipients Kylie
Jones and
Daniel Ho.
Melbourne-
based Craig
Starritt also
received an
award.*



Gordon Highlanders Celebrate Win With a Fling at the Menzies

The Gordon Rugby Club celebrated its win in the AAMI Cup competition in style at the Holiday Inn Menzies last month, and on hand to help them do it were keen rugby supporters Jeffrey Roll, Greg Tocknell, Brendan Linnane and Lisa Edmunds of AAP Communications Services.

AAPCS has been a major sponsor of the Gordon Highlanders for three years and together with co-sponsors Andersen Consulting and Canon has seen the club to two premierships over that period.

AAPCS provides the Highlanders with financial support and in return receives signage at home games, as well as the great sense of satisfaction that comes with supporting the competition's number one team.

All but three of the Gordon premiership team have played at representative level. Their Australian representatives include Mark Hartill, Tim Wallace and Anthony Ekert, while coach Chris Hawkins has been appointed NSW Coach.

Lisa Edmunds, AAPCS Marketing Coordinator, said the black tie presentation night was a chance for the players to relax and enjoy themselves.

"Events like the presentation night are fantastic and everyone loves them, but really, watching the games at Chatswood oval, seeing everyone involved in the club and catching up with our co-sponsors is what we really enjoy," Lisa said.

"Gordon has a great club feel, they're a great team and the players are genuinely appreciative of their sponsorship. AAPCS is proud of its association with Gordon and we look forward to continuing our sponsorship in what will hopefully be an equally successful 1996."

Greg Tocknell, Brendan Linnane, Jeffrey Roll and Lisa are pictured below (middle row from left) with the Gordon team and their Premiership shield.



STAFF MOVES

AAPIS

Joe Christie has joined the AsiaPulse team as Sales Executive.



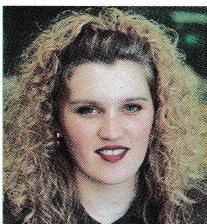
Joe Christie

Simon Kidd has moved from Racing Services to MediaNet, where he has been appointed MediaNet Operations Supervisor.



Simon Kidd

Brooke Williamson has moved from AAPT's marketing area to become the newsroom's Editorial Assistant.



Brooke Williamson

AAPCS

Phillip Crawford has been appointed State Sales Manager, Victoria.

Austen Fowler has been appointed Controller, Vodafone Operation.



Austen Fowler

Geoff Gleeson has been appointed State Sales Manager, Queensland.



Geoff Gleeson

Stephanie Radcliff has been appointed Sales Manager, NSW.



Stephanie Radcliff

Diego Sutachan has been appointed Product Manager, Network Services.



Diego Sutachan

Ruth Hilton has been appointed Remuneration Officer.



Ruth Hilton

STAFF NEWS

It was a case of seventh time lucky for Photo Library Manager **Susie Carr** who has finally passed her driver's licence examination.

"It had reached the point where everyone at the RTA in West Gosford knew me well!" Susie laughed.

"When I came back from my last test, I knew I'd passed because the woman had a huge smile on her face. When she told me, all the other women behind the

counter cheered, and all the people queuing cheered me as well! It was really very funny."

Susie said the only one who wasn't cheering was her driving instructor, who claimed he'd built an addition to his house on the revenue from her lessons. "He assures me they've called it the Susie Carr wing!"

Suitably licensed, Susie is all set to terrorise the neighbourhood in her souped-up station wagon - the only problem being its lack of power steering.



Susie Carr

"It's great that I can legally drive it, now I just have to learn how to park it," she said.

FOR SALE

The small but perfectly formed AAP sports bags are still available to staff for a mere \$7 and two styles of AAP golf bags are also now on sale.

Hard wearing, stylish tartan golf bags are yours for just \$105 while larger, leather bags in red, white and blue are on sale for \$180. Both bear the AAP logo.

To make your purchase, call Virginia 'Let's Make A Deal' Davies on 8178.

STAFF TRAINING

Maurice Maneschi, the Computer Based Trainer for AAPIS, advises a number of training courses are available to all AAPIS staff. These include *An Introduction to Windows on the AAP Network*, *An Introduction to Lotus Notes*, *Customer Profile for Financial Markets Division*, *AmiPro Basics for AAP* and *Advanced AmiPro*.

Courses under future consideration include *Lotus Organiser*, *Powerpoint* and *Windows 95*.

Courses run for three hours and cost your department \$100. To book call Cara Chiddy on 8660 or for more info call Maurice on 8793.



Lunchtime Fun & Fitness

With summer coming on, many staffers are taking advantage of the lunchtime fitness programs held at the AAP Centre. The 'Fitness Centre' located on LG2 is fitted out with men's and women's change rooms, showers and lockers.

Aerobics, held on Tues & Thurs at 1 pm, includes circuit, high-low, step, etc. Also available is Tai Chi (no experience required). Cost for either class is just \$2! For more info, call Maurice Maneschi on 8793.