

Keeping AAP Reuters Economic Services Clients in Touch.

June 1994

Good effective communication is a two-way street, so this month, we're asking for your views on several important issues - all intended to help us provide you with a more efficient and higher quality of service.

In keeping with our philosophy of getting to know our customers better, receptionists in all AAP RES offices across Australia will over the next few months be asking callers a few questions on how well we handle your calls and whether you get the information you want, quickly, efficiently and courteously.

Our Customer Liaison staff will also be asking clients who have recently had an installation completed to rate our performance on issues such as timeliness, courtesy and training. We believe that if we can get things right from the outset, it minimises the potential for problems further down the track for us and our customers.

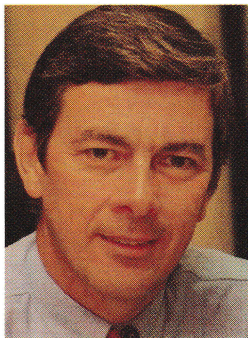
We're still keen for more feedback from you on what you'd like to see in this newsletter and we'd be very grateful if you could complete the survey page in this issue and fax it back to us.

So please bear with us and please do spare a moment to help us give you the quality of service and level of communications you deserve

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As part of our client communication strategy, we recently held a series of seminars on Technical Analysis in Sydney and Melbourne, presented by Will Slatyer, the well-known technical analyst and forecaster and the author of numerous books on financial markets.

The seminars proved to be an outstanding success and we received very positive feedback from the many clients who attended. It is our intention to expand our seminar program to cover different markets, services and instruments and we will advise you shortly of forthcoming topics and dates.



JOHN LOWING
GENERAL MANAGER,
FINANCIAL MARKETS SERVICES

Economic Forecasting: Science, Art or Mysticism?

By Mark Jolley*

THERE HAS ALWAYS BEEN AND WILL ALWAYS BE A NEED TO contemplate the future when undertaking economic decisions. As such, the business of economic forecasting has a long history. For most of its history, economic forecasting was linked to the dubious art of prophecy. Perhaps the best known early example of economic forecasting is that of Joseph of the coloured coat fame in Genesis 37:3. Joseph's dream of seven skinny cows and seven fat cows coming out of the Nile is the first recorded evidence we have of a business cycle forecast. Emperors of the Tang Dynasty reputedly kept a troop of specialist astrologers at court in the seventh and eighth centuries with a specific brief to forecast the crop cycle and thus imperial earnings.

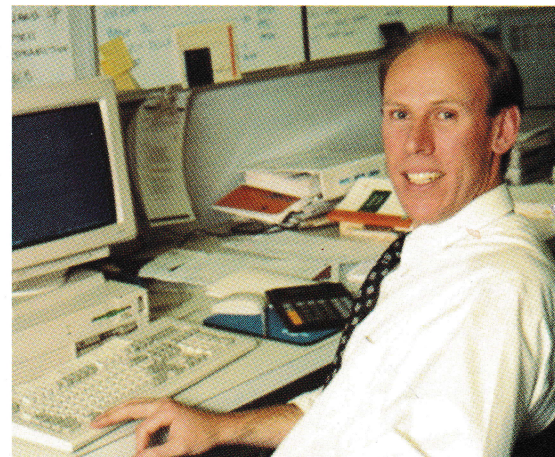
Modern economic forecasting is heir, at least in function, to this long tradition although Adam Smith and the Scottish Enlightenment saw to it that reason and logic have usurped divine inspiration as the basis for most modern forecasters' projections. Cynics, of course, find mirth in countering this claim and in some cases we have to agree with them. Economics is a science which requires a high degree of scepticism lest it become a dogma.

But forecasts are necessary and it seems appropriate to use the most sophisticated means at our disposal to obtain them - armed with the knowledge that forecasting is necessarily an inexact science which requires a high degree of professional judgement. No economic model, no statistical relationships, can hope to capture the full complexity of the modern politico-economic system. The system is constantly evolving and changing over time, whereas statistical relationships are a static representation of history.

Given the complexity of the task, there is as much art as there is science in economic forecasting. The art is to pick out what is important and to constantly seek out factors which may cause economic agents to behave differently in the future compared to the way they have behaved in the past.

All is not gloom, however, because most of the key economic relationships which characterise the way the economy behaves are reasonably robust. Uncertainty and confusion, when they arise, usually do so with respect to the timing and the force of economic events. Perhaps the best known example of this in recent times concerns the surprising weakness of business investment spending through the recovery to date.

As is shown in the top chart (page 4), there is usually a close correspondence between business investment spending and the overall economic cycle (represented here by



Syntec General Manager Mark Jolley

continued on page 4

From the Rough and Tumble of Business to Rugby League, the Formula's the Same for Paul Morgan

STOCKBROKER PAUL MORGAN - HIGH PROFILE owner of the Brisbane Broncos Rugby League team - has the same philosophy for success in sport as in business.

For him, that means having the right people in the right positions, giving them plenty of encouragement and making certain that you have a sound financial base.

"We're of the belief that if you run a footy team like a business, you have half a chance of being successful," he said. "Or as we've shown with the Broncos, much better than a half a chance.

"What's important is to have a very strong balance sheet, and the Broncos have that, and we are very confident of future earnings."

Winners of back to back New South Wales Rugby League Winfield Cup premierships in 1992 and 1993, the Broncos under Morgan's chairmanship have also introduced some fascinating entrepreneurial changes that sets them well apart from the other 15 teams in the competition.

These include a jump in annual turnover from \$3.5 to around \$70 million, sale of 20 per cent ownership to a public company, purchase of a rugby league team in London and a \$9 million upgrade for their home ground, ANZ Stadium.

Morgan, 47, one of Brisbane's most colourful and successful businessmen in the boom days of the 1980s, has pursued his football ambitions with the same mixture of skill, arrogance and adventure that has marked his spectacular stockbroking career and other business ventures.

The Broncos draw crowds of up to 45,000 to ANZ Stadium, formerly known as the QEII Stadium, and the QEII Sports Club, located there, is now one of Queensland's biggest sporting clubs.

"It has 14,000 members and its net proceeds go towards developing and maintaining the stadium, which will be one of the world's finest in years to come," Morgan said.

The other partner in what is a joint venture with the Brisbane City Council is the ANZ Bank which provided \$5 million in funding to be repaid over 10 years.

Morgan went into the broking business as soon as he emerged from Queensland University with an economics degree in 1969, setting up his own company Paul Morgan and Co. on October 1, 1982, the day the Brisbane Commonwealth Games began.

"We were one of the first broking houses in Australia, and definitely the first in Queensland, to go corporate," he said. "There was myself, partner Peter Evans, and three staff in 100 square metres of space in the old Piccadilly Arcade off Queen Street."

From there, he says, its growth paralleled that of Ariadne, one of the highest flying companies on the stock exchanges of that time.

"We sold 50 per cent of the company to Martin Properties, which then grew a financial services business and opened offices in Sydney, Perth, Adelaide and Melbourne, then in Hong Kong, New Zealand and Singapore.



"Then Martin Properties bought 100 per cent ownership. We purchased

Deak Perera, one of the world's leading Bureau de Change dealers, and changed the name to Deak Morgan.

"We purchased Johnson Matthey Trading, including their seat on the London Metals Exchange and their gold refining operations in Melbourne.

"We opened as Deacon Morgan McEwen Easson in Canada.

"In 1988, New Zealand Insurance, which by then had 43 per cent of the company, and also owned a substantial equity in Jarden Corporation, merged us with that company, which was the biggest broker and financial services business in New Zealand.

"With Jarden Europe, we had a pretty good spread of financial services in most of the major countries of the world. Our Monaco office was run by Bob Cowper, the former test cricketer, and friend of John Elliott."

Then as suddenly as it began, "I resigned in 1990 and bought a hotel."

He also purchased 30 per cent of the smallest public company in Australia - Northern Rivers Holdings Limited - which owned hotels, and which has since taken a 20 per cent stake in the Broncos - a controversial move that earned the ire and later grudging approval of the NSWRL.

Morgan personally, and three other prominent Queensland businessmen Barry Maranta, Steven Williams and Gary Balkin own 18 per cent each of the Broncos and General Manager John Ribot and coach Wayne Bennett are minority shareholders with four per cent each.

In turn, the owners of the Broncos, directly and indirectly, own 40 per cent of Northern Rivers.

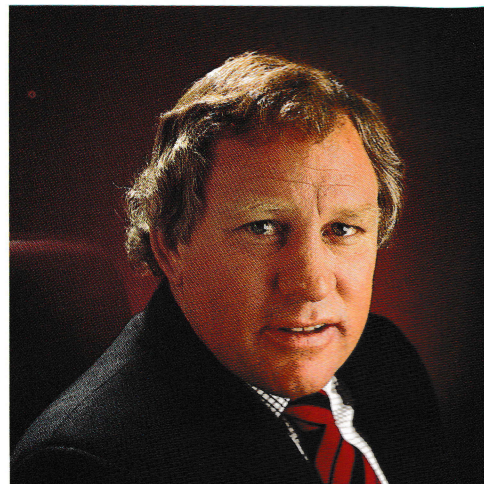
Does he have any regrets about leaving his old company, now known as Morgans Stockbroking, and which he describes as "the best retail broking house in Australia by a country mile"?

"Not really," he says. "I build businesses, not run them. Never have wanted to. It's all about getting the right people and I'm pretty good at convincing the right people to work with me.

"I'm not the big committee meeting/board room type. I'm much more a one-to-one person.

"My wife runs the house. I don't. And she's obviously a very successful business manager because we're still together after all these years and five kids later."

Morgan confesses that his first love is the Broncos ahead of broking, and describes himself as a sports groupie, but sees no conflict between the two.



Paul Morgan

"I've learned that you have to stick to your core business. But so long as you get the right people around you, and it's well managed, there is nothing wrong with diversification. In fact it's a good thing."

Diversification has taken Morgan into football and hotels and a range of other interests including a booming small computer company and a mango farm.

Paul Morgan and Co. got investors a tenfold return on their money when it raised the \$7.9 million funding for the first Crocodile Dundee film, and he also supported Paul Hogan's latest and less successful film Lightning Jack.

But in Queensland these days, he's best known for his role in helping establish the Broncos as Australia's slickest rugby league team. For a man who's been described as a chronic overachiever, many regard it as his finest achievement.

"The function of the board of the Broncos is to put the right people in the right place and to make sure the financial structure is sound," he says.

"Our greatest moment as a businesses was to replace one major sponsor with three major sponsors this season.

"That obviously was very much reliant on our winning another premiership last year but also on the sponsors having confidence in our future, and in our ability to help a sponsor promote their product."

Power Brewing, which Morgan also helped launch, and which had sponsored the Broncos from their entry into the NSWRL competition in 1988, was replaced by the much more powerful trio of News Corporation, XXXX and Optus Communications.

Morgan's present company, Rylance Morgan, is, he says, one of the smallest brokers in Australia with a staff of 10 people.

"We're a retail broker covering the whole market. It's a good business, good people, and going well."

Rylance Morgan uses the AAP Reuters Economic Services AMQ terminal for its equities information. Morgan's own links with the AAP RES services go right back to his first venture into broking in 1969.

Morgan is characteristically optimistic about the future market outlook, though he sees a slow, steady path to recovery rather than any rapid return to the good times.

"In my view, the market's about half way up. I would not be surprised to see it go over 3500, but I hope it does it over the next three to four years, not 18 months," he said.

"There's still a lot of hurt out there. We've got a long way to go before people start feeling confident about the future. We've just come out of the worst period in our lifetimes.

"People who had run businesses very successfully for years suddenly found themselves closed down by the banks. We're out of the trough, but the growth cycle is still in its infancy.

"But if one was an optimist one would like to think that the current economic situation will pick up slowly until about the end of 1998, when the hype of the Olympic Games will take over."

Morgan became chairman of the Broncos in 1992 and returned to broking in January 1993 as a director, partner and shareholder in Rylance Morgan and Co Pty Ltd.

"My transition back into broking was a pretty natural one," he said. "The hotel business had developed as far as I could take it. We had good management out there and I was spending 20 per cent of my day telling people what to do with their money anyhow."

Morgan also found he needed a CBD base to operate from.

He estimates he travelled 35,000 km in one year shuttling between Morgan's Newnham Hotel at Mount Gravatt, the Broncos and the city. He is also now a shareholder in the Morrison Hotel in central Brisbane.

"We purchased the London Crusaders in January this year with a view to getting them into the English first division by 1996," he said.

"They are the only rugby league team in the south of England, and with regional loyalties just as strong over there as they are here, we hope for reasonable success there too.

"None of our A graders will go there to play. We will develop a strong

base in London and use that team - to be known as the London Broncos - to provide a toughening up process for our youngsters not yet ready for first grade here."

Morgan himself played rugby union for Queensland in the late 1960s and coached Teachers/Norths A grade side in 1979. "We did pretty well too. Then the markets got busy so I gave it away," he said.

His five children, aged between nine and 19 years, are all keenly interested in sport, the two boys playing rugby union and the three girls hockey.

Far less publicly, Morgan personally sponsors an A grade Brisbane hockey side, the North's Flames, run along the lines of the Broncos with special emphasis on fitness, diet and coaching.

"We have six or seven state and national players in the side as role models and the rest of the 16-member squad are 15 to 18 year olds. The aim is to develop them to be ready to play in the year 2000 Olympics," he said.

Morgan, Brisbane born and bred, and who says firmly, "I'm not leaving," is also predictably buoyant about Queensland's future growth and Australia's commercial involvement in Asia.

"Southeast Queensland has suddenly become a very in place to live," he said. "My only worry is that the government can keep up with the infrastructure needed to support the rapid growth that we're seeing.

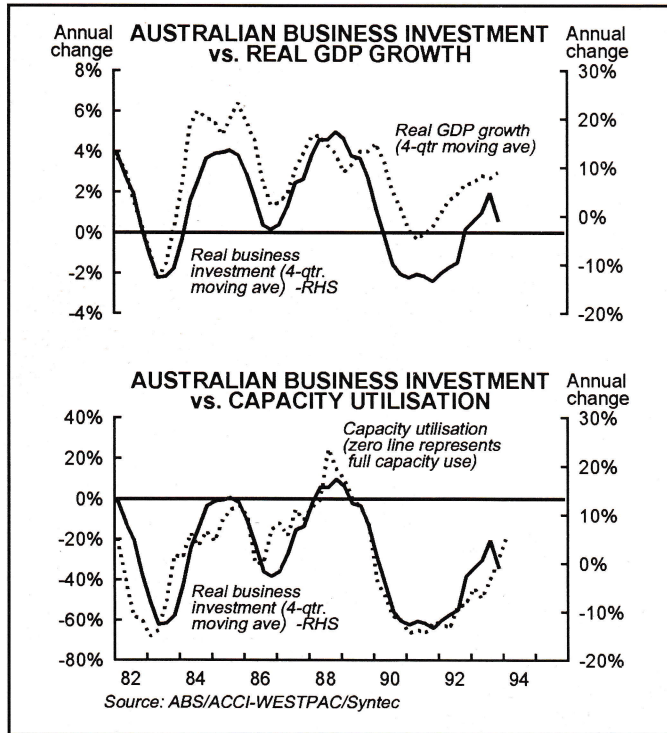
"North Queensland is jumping too and they haven't even discovered the Atherton Tableland yet."



Broncos Chairman Paul Morgan with some high-priced football assets: Kevin Walters, Chris Johns, Steve Renouf and Willie Carne

continued from page 1

GDP growth). When the economy moves into recovery mode, there is usually a matching pick-up in business investment spending. Thus it is that forecasters such as ourselves who correctly anticipated the recovery through 1991-92 and 1992-93 were initially surprised by the long absence of a pick-up in business investment spending. Our forecasts back in 1990-91 had investment picking up with considerable vigour by this time, based on an expectation that the



recovery would be well under way. As it turns out, some analysts are still concerned that business investment may not recover.

However, at Syntec we are confident that business investment will surge quite strongly from mid-1994 onwards. This confidence is based on an examination of the factors which caused the abnormally slow pick-up in business investment spending. In essence, business spending has been slow to recover because, until recently, business experienced considerable spare capacity despite the pick-up in production and sales. This spare capacity persisted for longer than in past cycles because of the efficiency gains wrought by the unprecedented rationalisation of business operations during and after the recession of 1990-91. This rationalisation - in essence an austerity drive - was forced upon local business by the excessive business debt build-up of the 1980s. This debt build-up was a once in a generation phenomenon encouraged by financial market deregulation in the early part of the last decade and is unlikely to be repeated for many years.

However, as the bottom chart shows, capacity utilisation (as measured by the ACCI-Westpac Survey of Industrial Trends) is now rising quite sharply. This suggests that business investment spending should begin to take off vigorously from mid-1994 onwards.



We may come back to this issue in a year to see how our divining rod has fared and perhaps to speculate upon some other special factors which may intervene to corrupt our forecasts. Hopefully there will not be too many, lest we suffer the same grizzly fate as the agricultural astrologists who fell from grace during the third century of the Tang Dynastic rule.

*Mark Jolley is the General Manager of Syntec Economics Pty Ltd.

What's Available on AMQ Archival News?

AMQ ARCHIVAL NEWS* PROVIDES CLIENTS WITH immediate, user-friendly access to a range of quality financial news databases established either by AAP or respected third-party contributors.

The stories can be easily retrieved, using a combination of words/phrases, company codes, subject or date, etc., (as appropriate to your needs). Each day's financial news will be available on the AMQ Archival News service by approximately 0600 on the day after its release as "current news." Databases currently available include:-

ASX Company News & Announcements (from 1/1/88)

This service brings you the full text of Company News & Announcements submitted by listed companies to the Australian Stock Exchange for release to the market place, plus public announcements by the ASX.

Australian Financial News (from 1/4/90)

Detailed, independent reporting by AAP's nationwide team of finance journalists, prepared for release to the major Australian newspapers by the AAP Finance Desk. Comprehensive coverage is provided of Australian business and financial issues, plus the equities and commodities markets.

International Financial News (from 1/4/90)

Stories include major international financial and business issues, selected by the AAP News Desk from the resources of Associated Press of America, Reuters News Agency, New Zealand Press Association, Agence France Presse, British Press Association, Deutsche Press Agentur, Knight Ridder and the Kyodo News Service.



News Product Manager Julia Bale (left) demonstrates AMQ

Australian Financial Review (from 1/7/89)

Full text of the authoritative daily newspaper, comprehensively covering business, current affairs, politics and the financial market. Each day's edition is available online by 8 am on the day of publication.

Business Review Weekly (from 1/7/89)

Full text of the weekly publication providing up-to-date analysis and coverage of companies, financial markets and key issues within the Australian business community. Each Friday's edition is available online by approximately 10 am the following Monday.

For further information, please contact your nearest AAP Reuters Economic Services Sales Executive. Call AAP toll-free on 008 023 176, or speak to Julia Bale direct on (02) 224 8137.

*availability on AMQ subject to technical considerations

FIB Nerve Centre for Large Volume Trading on Volatile Bonds Market

A CLOSE-KNIT TEAM OF SEVEN BROKERS IN A typically crowded city dealing room facilitates trading for one of the most exclusive sections of the Australian financial markets, where just 22 clients can turnover hundreds of millions of dollars in a day.

The office is that of Fixed Interest Brokers (Australia) Pty Ltd, a division of Exco International plc, the global money broking and fixed income securities broking group, and a subsidiary company in Australia of Astley & Pearce.

FIB are one of only three fixed interest brokers offering screen services in the currently highly volatile government and semi-government bond markets.

Managing Director Warren McQuarters said that FIB sits in the middle of the bond and semi markets, providing buy and sell pages on the AAP Reuters Economic Services screens on which the major Australian banks, merchant banks and investment houses trade with each other.

Its pages, AUFIB1 and AUFIB2, for government and semi-government bonds respectively, are displayed on both the AMQ and Reuter 2000 terminals exclusively for use by their clients.

"FIB as an Inter Dealer Broker allows principals in the market to trade with each other using secure, screen-based systems to disseminate their latest bids and offers," he said.

"We service the top end of the market. Access to our pages is available only to those leading institutions which price-reciprocate within the market place.

"We have just 22 clients and their clients in turn are the major institutional investors such as the superannuation funds, insurance companies and investment advisers.

"It is a well settled group - there have not been a lot of new players entering our end of the market."

FIB started operations in 1985 as the first screen broker in the fixed interest market, dealing at first exclusively in government and then semi-government bonds and more recently in prime corporate paper - stock that has been underwritten by the Federal and state governments, banks and authorities such as the Wool Corporation.

"We are at the leading edge on all the critical economic data that is being thrown around and the resultant price movements," McQuarters said.

"Our clients react swiftly to the information that comes out on the AAP Reuter screens and we provide the conduit for the resultant price movements via the screens.

"An arrangement to pass the counterparties names only after trade allows a client to transact with relative anonymity."

McQuarters said world bond markets were highly volatile at present due mainly to uncertainty over the US Federal Reserve's recent tightening of monetary policy and the flow-on effect that has globally.

There had been a significant change to the market in the past 18 months with the introduction of the EFP - or exchange for

physical - business, which is a price quoted as a spread to the futures contract against any given stock.

"With the advent of this market, we've seen significant change in the way that volume is cleared on different stock. There is more volume cleared at any given trade on the EFP market now. While there are fewer trades on the day, the volumes have remained steady via EFPs."

FIB's trading day falls into line with that of the Sydney Futures Exchange, with live prices on screen from 8.30 a.m. to 12.30 p.m. and from 2 p.m. to 4.30 p.m.

Turnover in a typical day can amount to hundreds of millions of dollars, with the minimum trade set at \$1 million.

McQuarters, 36, has been with FIB since it opened here, taking over as MD in 1989, after starting his broking career in 1983 with Astley & Pearce in London, where he trained on the US dollar deposits desk.

FIB has direct telephone hot lines to each of its clients, with voice box or speaker amplification attached.

"Our communications system is very advanced and allows us to distribute prices very quickly to all our clients. And we boast state of the art front office and back office systems," McQuarters said.

"Our seven brokers and the required backup staff work in close confines in the typical dealing room arrangement and in a very demanding market.

"There's not a lot of room to move, or for privacy. You're constantly on top of each other so its important to have a good, close-knit team. And we do have that."

McQuarters said that throughout the volatility of the last four months, after a steady downward trend in yields over the previous two-three years, long term bond rates had climbed by 2.5 per cent.

He said the market currently looked to the US for its leads and that recent domestic data releases had been overshadowed by US influences.

"But it's not the role of the broker to forecast any future direction of interest rates," McQuarters said. "As a non-principal broker, our role is purely to transact our clients business requests efficiently and effectively. They are the sole risk takers on all transactions."



Warren McQuarters

Function	Screens	Format	Quotes	SetUp
07:25	05HAY94 TK		FIB SVD AUS-GOVT (235 1955)	AU11032
MAT	Q	BID OFFER	Q	EFF
04/95	1	<TEST> ONLV		04/00
09/95	1			07/00
07/96	1			11/91
TOH				1 UK
09/97	5	7.510 7.460	5	-75
TOH				10/02
09/97	1			1 UK
TOH				08/03
01/98	1			1 UK
08/98	1			09/04
TOH				5 8.500
03/99	5	7.810		-45 -46
07/99		7.860	5	
				11/06
				TOH
				5+ +2
07:25	05HAY94 TK		FIB SVD SEMI-GOVT (235 1955)	AU11032
TCOMP1	Q	BID OFFER	Q	EFF
04/95	1	<TEST> ONLV		07/96
03/96	5	16.560		10/98
04/97				09/99
02/98				03/00
07/99	5	18.450		07/00
02/00				09/01
12/01				10/03
04/04				01/03
05/06				07/99
ESRFR 1				5 7.960 7.920
07/95				5 -23
01/03				05/03
EMRTE 1				06/05
01/97				06/05
04/98				09/95
				09/95
				SETT: 10/05

The FIB pages on the AAP RES terminal

DID YOU KNOW?

A BRIEF GUIDE TO WHAT'S NEW AND EXCITING IN AAP REUTERS ECONOMIC SERVICES PRODUCTS

Princeton Economic International, a specialist data service, is available on the Reuter Terminal.

KEY Pages - Australian Bond Market PEGB - PEBP
- Australian Dollar PEIU - PEIY

Contact your sales executive to arrange a free trial.

NEW FUTURES CONTRACTS LISTINGS ON SFE

Three new futures contracts were listed on May 16 1994 by the Sydney Futures Exchange. These new contracts are known as Individual Share Futures (ISFs) and cover equity shares.

Contract Specifics:

- Each contract based on 1000 shares
- Two quarter months. No spot month trading
- No options will be traded
- Minimum tick size = 1 cent
- Tick value = \$10
- Initially, the expiry months for the three ISFs will be :
 - BHP - March, June, September, December
 - NAB - January, April, July, October
 - NCP - February, May, August, November
- Cash settlement.

RIC	PITT	SYCOM
BHP	YBH	YBP
NAB	YNA	YNB
NCP	YNC	YNP

(eg: YBH:<F3>)

AMQ CODES	PITT	SYCOM
BHP	BP	SB
NAB	NB	SN
NCP	ME	SE

(eg: BPo994)

For further information on these new contracts please contact the Sydney Futures Exchange direct on (02) 256 0555.

Hot Golfing In Adelaide

EIGHTY-FOUR PLAYERS BRAVED THE 33 DEGREE heat at Royal Adelaide Golf Club on March 29 to enjoy the annual AAP Reuters Economic Services Golf Day, which raised \$2500 for the Adelaide Women and Children's Hospital.



David Robinson's explosive style

Mike Pringle of ANZ Bank took home the winner's trophy with a score of 45. Craig Metters of Santos Finance was second on 40, and Dean Noblett of Noblett Furniture a close third on 39.

Fun and games on the day included exploding golf

Powerplus Gives High Performance

AAP REUTERS ECONOMIC SERVICES CLIENTS CAN now install and run their own software and use Reuters real-time information within that software on the new Reuter Terminal Powerplus.

RT Powerplus incorporates all the features of the standard RT with the flexibility to add your own favourite software programs and the power to access Reuter real-time information from windows-compatible applications.

KEY FEATURES:

- All the features of the standard RT with the flexibility to add your own favourite software programs
- The ability to use Reuters real-time information within your own programs
- Intel 486 DX2-66MHz PC offering inbuilt processor functionality, compact physical size and providing the performance needed to run multiple applications simultaneously
- Microsoft DOS 6.21 giving effective hard disk management
- Microsoft Windows for Workgroups 3.11, a graphical user interface allowing multiple applications to be run at the same time
- A 170 MB hard disk drive, providing space to load software alongside the RT application
- 16 MB RAM (32 MB optional) allowing several different applications to be run simultaneously
- IDN-DDE. A five channel Dynamic Data Exchange link, giving access to Reuters real time information from Windows-compatible applications
- Serial, parallel and SCSI connections allowing you to interface to external devices such as printers, modems, external CD-ROM drives, etc.

For more information on the RT Powerplus, including specific details on pricing, contracts and optional add-ons, contact your AAP Reuters Economic Services Account Manager.



Left to right: Mark Sheridan, Adelaide Bank, Peter Ward, SGIC, Allan Paris, ANZ and Richard Sheridan, SCIG

balls, which caught more than a few off-guard, including David Robinson of Phillips Henderson Ward Limited, who hit his three times before it actually exploded, while Paul Lamming of Santos Finance hit the jackpot with a streamer ball, which released four metres of ribbon when it was hit. It provided Paul's fellow players with a good laugh, but unfortunately put Paul off the rest of his game!

The golfing was followed by a presentation and auction, with a great time had by all.

feedback



We've now published eight issues of The Market Place, the newsletter for clients of AAP Reuters Economic Services around Australia.

We've profiled several interesting clients, run competitions, told you about our new services, had leading economic commentators write for us and covered several of the trade shows and social events that are a highlight of the financial markets year.

Now, we'd like to hear from you - our readers. Does the newsletter provide the kind of information you want to read? Are you happy with its format, its content, its style? Are there any particular issues you would like us to address?

Please complete the questionnaire below and fax it back to us. Help us to deliver what you want.

Would you like to see more:

Company Profiles _____

Client Interviews _____

AAP RES Product News _____

Expert Commentary _____

Competitions _____

Sports and Social News _____

Pictures _____

Other Suggestions _____

Do you have any other comments to make about The Market Place? _____

Please add the following name to The Market Place mailing list:

Name: _____ Position: _____

Company: _____

Address: _____

fax to (02) 231 6929

Smooth Sailing at the Popular Perth Regatta

IDYLLIC CONDITIONS SET THE SCENE FOR THE smooth running of the AAP Reuters Finance Cup Regatta on Perth's Swan River on March 18.

The event, the fourth to be held by AAP Reuters Economic Services, was run on a balmy Perth evening.

Unfortunately the wind died down by the third race and the judge was forced to change the course for the final, which saw Ross



Brennan and Jack Hamm from Home Building Society (pictured) take line honours.

Altogether 39 teams competed in the event, which was so popular the hosts had to forgo their own team to make room.

Other sponsors of the regatta included R&I Bank (now BankWest), National Australia Bank, Westpac, and the Commonwealth, Challenge and ANZ banks.

Competitors and spectators comprised enthusiastic staff from the financial dealing rooms in Perth.

Customer Assistance

The telephone numbers to call for Customer Assistance around Australia are:

NATIONAL	008 023 176
SYDNEY	692 1999
MELBOURNE	612 9166
BRISBANE	834 9566
ADELAIDE	238 6366
PERTH	220 3766
CANBERRA	239 8989

Local calls on the interstate numbers are automatically routed via the AAP Telecommunications network to the Customer Assistance Centre in Sydney.

Sales and Customer Liaison

Contact numbers and addresses for AAP RES Sales and Customer Liaison offices around Australia are:

SYDNEY	Tel. 224 8100
Level 6, 88 Pitt Street	
MELBOURNE	Tel. 619 9300
Level 5, 530 Collins Street	
BRISBANE	Tel. 834 9999
Level 7, Riverside Centre, 123 Eagle Street	
ADELAIDE	Tel. 238 4300
Level 10, 121 King William Street	
PERTH	Tel. 421 2211
Level 12, Allendale Square, 77 St George's Terrace	
CANBERRA	Tel. 239 8989
131 Canberra Avenue, Griffith	

Three Grand Up For Grabs

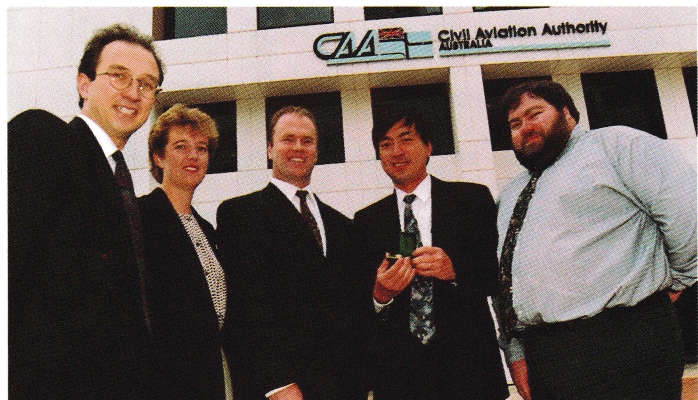
FIRST PRIZE IN OUR ANNUAL CONTEST TO TRACK the Aussie-US dollar hedge settlement rate is a \$3,000 travel voucher to be used in any way you wish.

The contest runs until December so there are still plenty of chances to win even if you missed out on getting an entry in for the first round, the results of which are given below.

What we seek this issue is the hedge settlement rate as it appears on page HSRA on the AMQ and Reuter terminals on Friday, July 8. The deadline for entries is 5 p.m. on Friday, July 1.

The entrant closest to the mark is awarded 10 points, the next closest nine points and so on down to one point. The person with the highest tally at the end of the year will win the major prize.

The rate on April 27 was .7170 and the current Top 10 standings are: 10 points - Ivan St Clair (Coles Myer) .7183, 9 points - Vanda Chong (ABB Treasury) .7185, 8 points - Rob Hendrie (NAB, WA) .7186, 7 points - Jeff Morrison (Century Plaza) .7145, 6 points - Cliff Allison (Wesfarmers) .7202, 5 points - Bruce Potts (National Mutual) .7208, 4 points - Pauline Wingate (Southcorp Fin) .7210, 3 points - Kevin Hogg (NAB Syd) .7215, 2 points - Malcolm Pearce (Coles Myer) .7115, 1 point - Jackie d'Alton (Bank of Qld) .7229.



Chua Hing Gee, Treasurer with the Civil Aviation Authority in Canberra, is now the proud owner of a gold nugget for the nearest entry in our last competition, which was to guess the closing price of gold on the Hong Kong market on Thursday April 28. Gee's guess of 372.50/373.00 was nearest to the closing price of 373.30/373.80. He is pictured (with nugget) above with John Hromin, Assistant Treasurer, CAA, Vivienne Doyle, AAP Client Liaison Officer, John Hockey, AAP Reuters Economic Services Account Manager, SA. ACT. TAS., and Malcolm Wark, Senior Treasury Analyst, CAA.

Who'll Win Wimbledon?

WE RETURN TO THE SPORTING ARENA FOR THIS issue's contest. To win \$500 worth of sporting goods of your choice, we want to know who will play in the men's singles final at Wimbledon on July 3, and who will win the final.

To give you plenty of time to study form, entries will remain open until 5 p.m. on Monday, June 20, the day the Wimbledon Championships begin.

Entries for both contests should be faxed to The Market Place or (02) 231 6929. As always in the event of a tie, the winner will be decided in a draw from a hat by AAP RES Marketing Manager Peter Jones.