

# Knight Time

## READING

March Newsletter 2003



## www.hbsnz.com

The HBS website is a great way to keep up-to-date with the latest interest rates as well as general news about HBS Building Society, its services, its people and its role in the community.



No matter where in the world, customers can visit for an up-to-the-minute report on the interest rate their account is earning.

The website also carries information on other investment and lending options together with lots of photos and news items.

## Here to Help with a few dollars more...

Sponsorship from HBS Building Society turned into a double plus for the Royal New Zealand Plunket Society.

Last September HBS bought Plunket a new Holden Barina for use in making house calls. That endorsement stood Plunket in good stead, helping it receive full funding for a second car.

New Holden Barina for Plunket



"We would not have been able to apply for such a big grant had it not been for HBS's generous sponsorship," said local branch president Carol Bruce.

HBS continues to be active in many areas of community sponsorship, supporting events like Art Deco Weekend, the Wine Country Floral Fiesta and most recently, Napier's Great Long Lunch where it sponsored Debbie Harwood as the entertainer.

Sherry O'Sullivan says the HBS support was greatly appreciated. "Debbie Harwood really got the crowd going and without HBS Building Society we wouldn't have been able to attract such a star performer".

Darryn Thomas, the General Manager said "We were delighted to be involved in this very successful event that gives something back to the community through ongoing sponsorship of organizations including: Age Concern, Sport Hawke's Bay, Riding for the Disabled and Lifeline Hawke's Bay, amongst many others".



Art Deco Weekend

December last year was a milestone month. It was a period of huge growth which saw HBS breakthrough the \$100 million asset threshold.

There are now approximately \$107 million worth of mortgages, investments and fixed assets. The recent expansion has been the fastest in the 117-year history. Last year alone, savings and investments grew by approx \$15 million and mortgages by \$20 million, equivalent to 30 per cent growth. Hawke's Bay's building boom, in which HBS is a significant player, financing several large-scale developments, has been important in contributing to our growth, says Darryn.

"The new corporate look, logo and colour scheme we introduced approximately 18 months ago helped establish our position as a serious player in the financial market. In an increasingly impersonal world, the personal service we offer has a growing appeal".

Napier branch, which opened last July, has drawn significant new investments and has approved a total of \$18 million of loans in less than 1 year.

"I believe the next financial year will be another year of solid growth for HBS," says Darryn. "The building boom in Hawke's Bay is expected to continue and the big developments just completed or now underway will start to show results with more jobs, more investment and general business confidence.



Darryn Thomas  
(General Manager)



# “Help to Achieve your DREAMS”

Napier branch Lending Officer, Alan Redman, says his job is all about “helping people achieve their dreams”.

“HBS Building Society is extremely flexible in the services it can offer potential customers. I meet a complete cross-section of the community and it's my task to analyse and put together the lending option that best suits each individual situation, from commercial to residential”.



Alan Redman (Napier Lending Officer)

Alan began his career in finance in Australia 19 years ago and took up his position with HBS Building Society last month, attracted by the opportunity to move back into the operational financial world, after several years' working in specialist credit control. Alan has been back in the Napier financial market for 16 years.

“It's been interesting right from the start and I'm particularly enjoying the team aspect of my new work environment”.

When not at work Alan enjoys squash, water skiing, swimming, gardening and reading.

# Great Job!

Kathleen's role as Teller at the Napier branch gives her the opportunity to do what she likes best... working with people.

Kathleen joined the staff in January, to replace Jeannine, and brings with her long experience in people-focused jobs, firstly in retail and more recently as an early childhood teacher. Kathleen's new job is part-time and fits in perfectly with her busy family life... husband Dean, plus children, two boys and a girl, aged 11,13 and 15.

“The job is great! Learning new skills has been an enjoyable challenge. My colleagues in both Napier and Hastings are very friendly and supportive; this gives me plenty of time to focus on the personal relationships we develop with our customers. This is one of the first things I learnt in my new job... our customers' are not just a simple account number - we all try to get to know each person by name, after time and personal contact, I have noted that many of our customers become life-time friends”.



Kathleen and her Border Collie

In her time off, Kathleen teaches obedience and agility classes for dogs, together with her daughter Nicola. They enter competitions with their Border Collie and Giant Schnauzer. “The dogs have a great time! My husband also has a competitive interest, enjoying the thrills and spills experienced in off-road racing, he has been very successful so far, so there's often a bit of fun and friendly rivalry”!

Now nine months old, Zac, the son of Hastings teller Kelly, is a rough and tumble “hard shot” ...a real boy!

“Bubbles... and more”

Kelly with 9 month old Zac

“He discovered how to pull faces and he blows good bubbles and raspberries,” says Kelly. He's also becoming very mobile, rolling and nearly crawling.

“He's a bonny boy, quite tall. He goes flat out in his walker and he loves our dog Hooch, but Hooch is 14 and he's learnt to stay out of the way if he doesn't want to be mown down!”

Kelly reports that Zac's also showing talent as a budding drummer. Once a week she takes him to music sessions for children and he has a definite preference for the noisier instruments.

The family has just moved to a small rural property at Twyford where Kelly and husband Gary plan to stock a cow, a few chickens and sheep. They've already started renovating the old house and intend at some time in the future to add an extension to their home.

Life as a mum has been everything she hoped for “and more,” Kelly says.

“It's a hard job, Zac comes first in everything, but I love it.” She's now looking forward to returning to part-time work at the end of her year's maternity leave in June and to seeing all her ‘old’ customers and work colleagues again.



# Crafty Stuff!

The eye-catching display of art and crafts in both Hastings and Napier branches draws enthusiastic comments from customers and passers-by alike. asking about it”, says Sally, the organiser of the Hastings branch “Craft Corner”.

“People really look forward to it. The displays change fortnightly and if we have a gap for a day or two, people come into the branch

Both Sally and Robyn, her Napier counterpart, encourage local arts people, either as individuals or groups to take up the opportunity to display their work in the prominent gallery spaces set aside in each branch.

“We've had all sorts of creative arts and crafts - everything from knitting to photography and everything in-between. It's FREE to display work and quite often leads to the artist receiving orders and commissions; we can also help the exhibiting artist by handling sales on their behalf”.

If you are interested in displaying your creative work at one or both of our “Craft Corners” contact Sally at the Hastings branch on (06) 878 9792; or, Robyn at the Napier branch on (06) 835 4470.

