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#### THE PACIFIC WAY

Welcome to Pacific's online newsletter! We are pleased to regularly bring you the latest Pacific information and updates on products, services, special events and relevant industry news.

Your ongoing support is very much appreciated and allows us to continue making advances with technology and provide you with the best possible systems and service standards.

Pacific is pleased to announce the following appointments:

Nicole Carroll	Account Coordinator	Reg. NSW
Alan Monahan	National Collections Leader	VIC
Teresina Tse	Account Coordinator	NSW
Lisa Austin	Account Coordinator	NSW
Ashleigh Cliff	Account Coordinator	NSW
Michael Tahtouh	Risk Analyst	VIC

#### COMPANY NEWS

##### SOAPBOX CONTINUES TO TURN FEEDBACK INTO ACTION

Building on the work we did in 2007 to implement a number of your Soapbox suggestions, we have introduced another enhancement to Pacific Edge.

**Endorsement Limit** – Thanks to the feedback received on the Soapbox the previous endorsement limit of \$250 has been removed. The minimum amount for endorsement quoting is now \$1.

We will continue to work on turning your feedback into action throughout 2008, so stay tuned for more improvements initiated from Soapbox suggestions.

So...Got something to say? Get on the Soapbox  
[www.pacificpremium.com.au/soapbox](http://www.pacificpremium.com.au/soapbox)



#### GE BUSINESS SPOTLIGHT

Through our association with GE Commercial Finance, you and your customers have access to a range of business finance products and services. Each issue we will turn the spotlight on a different business finance product, as it may surprise you how much more we can offer. In this issue we take a look at GE's fleet business; **Custom Fleet**.



**Amy Duncan**  
Account Manager NSW

**What was your first job?**

Receptionist/Rental Assistant at Global Real Estate

**What is the best part about your current job?**

Building relationships with clients, setting goals and reaching targets!

**What character trait do you most admire in others?**

I admire people who strive to be the best in everything they do.

**What is your favourite holiday destination?**

Koh Samui Thailand. I have been to Thailand every year since 2003!

**If you could dine with any 5 people in the world – who would they be and why?**

David Beckham – I could learn some great soccer skills

**Oprah Winfrey** – One of the world's most successful women who started out with nothing.

**Bill Gates** – I admire his intelligence and what he has done for 3<sup>rd</sup> world countries.

**Bono** – Bono is inspirational and the rest of U2 could entertain us!

**Brad Pitt** – Need I say any more?

Custom Fleet is Australasia's number one fleet management and leasing company. The experts at Custom Fleet provide Total Fleet Solutions, which means cost savings for all vehicle types and usages.

Every business has cars and 45% don't use fleet management!

Custom Fleet can arrange leasing for just one car or as many as you need.

Contact your local Pacific office if you would like further information on how Custom Fleet can help you or your clients.

**INDUSTRY NEWS**

**PACIFIC CELEBRATES 13<sup>th</sup> CONFERENCE WITH AFMA**

The Australian Fire Manager's Association (AFMA) held its annual conference, 'What Lies Ahead' in Sydney from February 8-13.

Pacific sponsored the opening dinner at Taronga Park Zoo and presented our annual 'AFMA High Flyer' awards. The winners were Insuranet (ACT), Provident Insurance Services (WA) and CA General Insurance Services (NSW).

Delegates gambled away the final evening with the aptly named 'Oceans 13' gala dinner which celebrated the association's 13<sup>th</sup> conference.

Congratulations to our High Flyer award winners and the AFMA team on a great conference.



L-R Grant Burley presents 'High Flyer', Paul Friend from CA General Insurance Services with an award. Zena Selim, Pacific QLD; Beverly Nihil, TBA General Insurance Services; and Amanda Sheaves, Pacific NSW) at the Oceans 13 Gala dinner.

**PACIFIC VOLUNTEERS**

**SISTERS TO LOSE THEIR LOCKS FOR LEUKAEMIA RESEARCH**

Claire Santangeli, an Account Coordinator in our QLD office and her sisters are bravely shaving off their hair to raise funds during the Leukaemia Foundations 2008 'World's Greatest Shave'.

In previous years, the trio have raised as much as \$20 000 through various fundraising activities for the foundation, but have this year decided to put their own locks on the line.



L-R: Pauline, Louise & Claire prepare for the Worlds Greatest Shave

**Toll Free to closest state branch: 1300 555 068**

## **NEW SOUTH WALES**

SYDNEY  
LEVEL 12, 35 PITT STREET  
SYDNEY NSW 2000  
TEL : (02) 9253 3000  
FAX: (02) 9253 3001

REGIONAL NSW  
27 TYRRELL ST  
WALLSEND NSW 2287  
TEL: (02) 4949 9000  
FAX: (02) 4949 9001

## **AUST. CAPITAL TERRITORY**

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TEL: 0414 914 000  
FAX: (02) 6255 3124

## **VICTORIA**

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ST KILDA VIC 3182  
TEL: (03) 9536 7400  
FAX: (03) 9536 7477

NORTHERN VICTORIA  
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FAX: (03) 5480 9733

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## **QUEENSLAND**

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BRISBANE QLD 4000  
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FAX: (07) 3854 3901

SUNSHINE COAST  
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FAX: (07) 5479 3233

TOWNSVILLE  
TEL: 0419 793 066  
FAX: (07) 4723 5971

CAIRNS  
TEL: 0407 577 053  
FAX: (07) 4057 6322

## **SOUTH AUSTRALIA**

ADELAIDE  
3A, 62 GLEN OSMOND RD  
PARKSIDE SA 5063  
TEL: (08) 8273 5700  
FAX: (08) 8273 5701

## **WESTERN AUSTRALIA**

PERTH  
LEVEL 1, 110 ERINDALE RD  
BALCATT WA 6021  
TEL: (08) 9321 7101  
FAX: (08) 9321 1206

The sisters aim to raise at least \$5 000, but hope to finish closer to the \$10 000 mark. The public shave event begins at 4pm on March 8 at the Jimboomba United Soccer Club, Qld and will include rides, food and refreshments.

The Leukaemia Foundation invests funds into vital medical research and also offers practical care and support for patients and their families.

If you would like to sponsor Claire and her sisters go to [www.worldsgreatestshave.com](http://www.worldsgreatestshave.com) , select 'DONATE' and follow the prompts to the 'SANTANGELI' group name.

## **"STICK IT UP PROSTATE CANCER" MOTORCYCLE RIDE**

The EJ Whitten Foundation held its inaugural Victorian Motorcycle ride to increase awareness and raise valuable research funds for Prostate Cancer. GE/Pacific Volunteers were proudly involved in developing, organising and running the event.

Last year, Graeme Skinner, General Manager Operations, contacted Ted Whitten Jnr whose father EJ (Ted) Whitten Snr, a legendary Australian Rules footballer, died of Prostate Cancer at age 62.

After months of planning, a sunny day greeted the 200+ motorcycle riders as they left Port Melbourne and headed to Werribee Park for the main festivities which included a band, DJ, food stalls and refreshments.

The event was a great success with over 300 attendees receiving an outline of the disease, the risks and the simple blood test males should have regularly, to ensure early detection and maximum recovery opportunities.

A total of \$7500 was raised, with special thanks to our business partners and bronze sponsors; Philip Newby Owen Insurance Brokers and Brand Partners.

Planning is already underway to make the 2009 event, even bigger and better.



Left: Procession of 200 bikes leave Port Melbourne. Right: Ted Whitten Jnr and Graeme Skinner.

## **SUBSCRIBE NOW!**

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