

In This Issue:

The Pacific Way

*Convention News

AFMA 'HIGH FLYERS'
AWARDED BUT CHARITY
IS THE BIG WINNER

*Industry News

NSW WORKERS'
COMPENSATION –
WHAT'S HAPPENING

*Pacific Edge Update

SETTLEMENTS
OUTSTANDING & QUOTE
LIST

*Staff Profile

MICHAEL PARTIS

*Staff Recognition & Volunteer News

LEANNE NEWCOMBE
RECEIVES PRESIDENTS
AWARD

INTRODUCING EDGE
THE GUIDE DOG

Welcome to the eighth issue of 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:

Amy Duncan	NSW	Marketing Coordinator
Erin Cotter	Regional NSW	Marketing Coordinator
Kristy Weet	Regional NSW	Marketing Manager (Promotion)
Sue Stevens	VIC	Business Applications Manager
Niyati Lohia	VIC	Risk Analyst

Convention News

AFMA 'HIGH FLYERS' AWARDED BUT CHARITY IS THE BIG WINNER

The Pacific team attended the annual AFMA (Australian Fire Managers Association) Conference held at Palazzo Versace on Queensland's Gold Coast in early February.

Pacific has been a sponsor of AFMA for over ten years. This year we again sponsored one of the major dinners held at Benihana restaurant where 160 guests were entertained by the food juggling antics of the very talented teppenyaki chefs.

However, before starting the evening's festivities, Pacific presented 'AFMA High Flyer Awards' in two categories – the most number of contracts funded and highest volume. The winners were Insuranet (ACT) and CA General Insurance Services (NSW). The prize was a scenic flight over the Gold Coast in Managing Director, Grant Burley's helicopter.

Throughout the conference, AFMA members were raising funds for the charity "Dragon's Abreast", which spreads awareness and provides support to breast cancer survivors through participation in the sport of dragon boat racing.

'High Flyer Award Winner' Paul Friend of CA Insurance Services, graciously donated his prize back to the group to be auctioned off, with the proceeds going to the charity. Grant Burley immediately jumped onto the auction donating another two seats, taking the total to three. The auction raised over \$1200 for 'Dragons Abreast', and helped kick start the fundraising for a very worthwhile organisation.

STAFF PROFILE



NAME: Michael Partis

POSITION: State Manager QLD

FIRST JOB: Loss Prevention Officer – Myer Stores

BEST PART ABOUT YOUR JOB: Opportunity to develop relationships with our clients, by providing real value propositions.

INTERESTING FACT ABOUT YOURSELF: I spent a month in Antarctica on a kayak in 2004 and am currently training for a crack at a fair chunk of Everest in 2007.

WHAT CHARACTER TRAIT DO YOU ADMIRE MOST IN OTHERS: Creativity – nothing better than seeing someone come up with an original solution to a difficult problem.

FAVOURITE/DREAM HOLIDAY DESTINATION: Any environment different to Qld, that challenges me both physically and mentally.

WHICH FIVE PEOPLE WOULD YOU INVITE TO DINNER & WHY:

- 1) Anton Chekhov – Author
- 2) Albert Einstein
- 3) Dalai Lama
- 4) George Hubert Wilkins – Explorer
- 5) Niccolio Machiavelli – Political aide

They all have original ideas and fantastic insight into the human condition.

WHAT THING(S) COULDN'T YOU LIVE WITHOUT & WHY?: Beer – no further explanation required.

So, early one morning the lucky winners flew over the Gold Coast with captain and tour guide Grant at the controls.

In a fantastic effort, the AFMA conference group raised a total of \$30,000 for 'Dragons Abreast'. In addition to the Pacific dinner, one of the major highlights of the conference occurred on the last day, when three of the AFMA members had their heads shaved in recognition of the group's fundraising efforts.

Congratulations to the AFMA group and Pacific's 'AFMA High Flyer' award winners.



Photos – Above (L -R) Insuranet's John Turner, Sarah Ritchie & Felicity Reilly with Pacific's Amanda Sheaves, Pam Amber & Grant Burley. Above Right: Grant Burley with auction winners Sheryl Johnson, Peter Godfrey & Chris Jackson

Industry News

NSW WORKERS' COMPENSATION – WHAT'S HAPPENING

The NSW Government introduced a new workers' compensation insurance framework, which will make providers of insurance claims and policy services accountable to a new insurance entity. This single entity trading as the 'NSW WorkCover Scheme' replaces the previous six insurers.

After a tender process in March 2005, the new entity appointed seven agents to deliver policy and claims services on behalf of the NSW Work Cover Scheme.

A number of enhancements are planned for the scheme, including the current reallocation of workers' compensation arrangements of 55 000 employers to two new agents – Cambridge Integrated Services and Gallagher Bassett Services.

Pacific Edge Update

Pacific is always moving forward with the development of PACIFIC EDGE. Below are our two latest developments:



1. Settlements Outstanding – the online reporting tools have been further enhanced to allow you to filter the existing settlements report to identify payments to third parties. This new feature will give you greater visibility over where your payments have been allocated.

2. Quotes List – A bulk Delete and Decline option has been added to the Pacific Edge quotes list page. This efficient, new function allows you to select multiple quotes and then choose decline or delete, depending on the action required.

You can now access these new features in Edge. Please contact your local Pacific representative today for more details.

NEW SOUTH WALES

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

REGIONAL NSW
PO BOX 308
WALLSEND NSW 2287
TEL: (02) 4949 9000
FAX: (02) 4949 9001

AUST. CAPITAL TERRITORY

CANBERRA
22 KULGERA STREET
HAWKER ACT 2614
TEL: 0414914000
FAX: (02) 6255 3124

VICTORIA

MELBOURNE
LEVEL 2, 181 FITZROY ST
ST KILDA VIC 3182
TEL: (03) 9536 7400
FAX: (03) 9536 7477

NORTHERN VICTORIA
PO BOX 641
ECHUCA VIC 3564
TEL: 0427 370 427
FAX: (03) 5480 9733

QUEENSLAND

BRISBANE
LEVEL 11, 144 EDWARD ST
BRISBANE QLD 4000
TEL: (07) 3854 3900
FAX: (07) 3854 3901

SUNSHINE COAST
PO BOX 8037
MAROOCHYDORE QLD 4558
TEL: 0407 751 688
FAX: (07) 5479 3233

TOWNSVILLE
PO BOX 151
THURINGOWA QLD 4817
TEL: 0419 793 066
FAX: (07) 4723 5971

CAIRNS
PO BOX 126
TRINITY BEACH QLD 4879
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
SUITE 3, 29 ORD ST
WEST PERTH WA 6005
TEL: (08) 9321 7101
FAX: (08) 9321 1206

Recognition & Awards

LEANNE RECEIVES PRESIDENTS AWARD

Pacific and GE Commercial held our annual conference at the Hyatt Regency Coolom in February. Leanne Newcombe, Operations Manager NSW, received the Presidents award for the Pacific/GE Value – Imagine.

Leanne was commended for her curiosity and passion in effectively restructuring and leading the NSW Operations team and her management of the National Operations Review Project which identified best practice and developed more streamlined and efficient back-end processes.

Congratulations Leanne!

Volunteer & Community News

INTRODUCING 'EDGE' THE GUIDE DOG

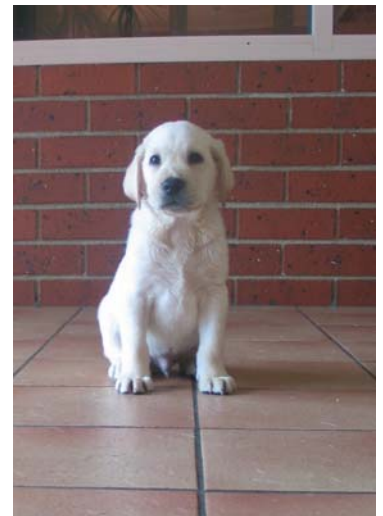
At the 2004 Victorian NIBA Ball, the Pacific team led by Ray Camilleri (National Development Manager), successfully bid for the sponsorship and naming rights of a guide dog puppy.

After much debate, the name suggested by Victorian Marketing Manager Linda Eykman was chosen and it is with great pleasure, we can now introduce 'Edge' to you.

Edge is now a happy and healthy six week old puppy with a big future ahead of him as a fully trained Guide Dog. Edge will soon undertake an amazing journey that will see him mature from the cute puppy pictured above to a companion and mobility guide for a blind or vision impaired person.

Edge shares his name of course with our online quoting and management system where intermediaries can navigate their funding portfolio at the touch of a button.

We wish Edge all the best in navigating his new world.



Subscribe Now!

If you haven't already subscribed to Pacific's online newsletter you can do so by sending an e-mail to news@pacificpremium.com.au and entering "subscribe" in the subject.

To cancel subscription, e-mail news@pacificpremium.com.au and place "unsubscribe" in the subject.

www.pacificpremium.com.au