

TALKING TO YOUR ANZ BRANCH ABOUT GUNNS

So, thanks for pledging to go speak to your local ANZ branch manager about the Gunns pulp mill – here's what next!

Getting started – who to talk to

It's best (but not essential) if you can go to the branch where you normally bank. When you go into the branch ask to speak with the manager. If you are asked why you need the manager tell them you are an ANZ customer and it's about the Gunns pulp mill in Tasmania. If it's appropriate, you can say that this is an important issue which potentially affects you staying with the Bank.

If the manager is unavailable see if you can make another time to meet or otherwise ask to speak with the next person in charge. Make sure that the person you finally talk with commits to mentioning your concerns to ANZ management.

What should you tell the branch manager?

Make it clear that you are an ANZ Customer and have been with the bank since [DATE].

Spell out the type of customer you are - especially if you have a mortgage, financial planning or investments with ANZ.

Following that, here are some talking points to help you to get the message across. (You don't need to remember all the points! Just pick the ones that are most important to you.)

Talking points:

"I understand that ANZ is currently conducting an independent technical review of the Gunns pulp mill and is thinking of financing it. (Click <http://www.anz.com/aus/About-ANZ/Corporate-Responsibility/pdf/ANZGunns.pdf> if you'd like to know more details about ANZ's review.)

It's my strong view that ANZ's technical review should include a full carbon audit of the pulp mill.

As a loyal ANZ customer I feel strongly about this and have made the effort to come in to the branch. I don't want my bank to fund the mill.

I am concerned about the proposed mill for both economic and environmental reasons:

Economic

- I read on 19 February that the global credit crunch will wipe out ANZ's profit growth this year. I understand that ANZ has lost money on loans to property and mining companies in Australia. (Read a Sydney Morning Herald article on ANZ's woes here <http://business.smh.com.au/anz-finds-365m-exposure--banks-hit-again/20080218-1su1.html>.)
- I am concerned about the Bank taking on any more risky big-scale projects.
- A recent analysis conducted by the National Institute of Economic and Industry Research says that the mill will most likely have an overall negative economic impact on Tasmania (Read more here <http://www.smh.com.au/news/environment/pulp-mill-to-rob-state-not-enrich-it-report/2008/01/29/1201369089338.html>.) This can't be a good investment.

- Looking at the Northern Rock Bank in the UK you realise that such decisions in the current environment can potentially impact upon the whole Bank. (If you'd like more information on Northern Rock click <http://news.bbc.co.uk/2/hi/business/6997765.stm>.)

Environmental

- ANZ's own climate change policy says the Bank focuses on helping its clients, such as Gunns, manage the risks associated with a carbon-constrained economy. It doesn't make sense then to fund a project which will be paying \$15 per tonne for wood when it's worth at least \$20 per tonne in the ground under carbon trading schemes. (Read ANZ's Climate Change Policy here <http://www.anz.com/aus/About-ANZ/Corporate-Responsibility/pdf/ANZ-Climate-Change.pdf>.)
- It also doesn't make sense to back a project that has been conservatively estimated to add over 2% to Australia's total greenhouse gas emissions, when those emissions are likely to have a real cost under a trading scheme in the not too distant future.

Polls have consistently shown that a majority of Tasmanians and a majority of Australians do not want Gunns' proposed pulp mill. More than 25 000 people made submissions to the Federal Minister and over 27 000 people have written directly to ANZ CEO Mr Smith expressing their concern.

Approving the mill would have a significant impact on ANZ's customer base and public image. The public no longer sees it as acceptable for banks to be funding environmental damage. The government failed to look at the climate change impacts but ANZ cannot afford to do so. A full carbon audit must be part of the technical review.

As an ANZ customer I ask the Bank not to fund the mill. Protect the Bank's reputation, my investments and our environment.

Can you please ensure that my concerns are reported up the line to ANZ management."

What if they ask if I'm part of a group?

If the manager asks if you are with a group feel free either to tell them about GetUp, or to represent yourself as a private concerned citizen – whichever you feel more comfortable with and think is more effective.

You can tell them that GetUp is a national independent political movement of almost 250 000 Australians. GetUp has been informing its members about the problems with the mill and helping ANZ customers express their concerns directly to the Bank. GetUp is also asking the government to conduct a full carbon audit of the project.

If there are any further enquiries about GetUp please contact info@getup.org.au

Good luck!

