

Remisiers Hotline

A newsletter of the Society of Remisiers

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Managing Change Collectively in the New Era

The year 2000 was one of the most memorable years for all practitioners of the stockbroking industry. In October, we witnessed the full liberalisation of our local market.

The liberalisation of the local market brought about great change and uncertainties to all practitioners, including the remisiers.

We may appear helpless in this era of change, but we can put our heads together in the name of our Society to manage such change.

One good example was our participation in the process of deciding the new broking fee structure for a liberalised market.

One month before the liberalisation, we proposed a new fee structure and minimum charge. We wanted to avoid a possible mindless fee competition among broking houses. Such competition would be harmful to all practitioners in the industry.

Our proposals were subsequently adopted by all broking houses with some minor modifications. Through our Society, we have contributed a major part to the relatively smooth transition to the new fee environment.

The launch of our website at www.remisiers.org in September was timely. It allows the Society to involve more members in this process of managing change. With the participation of fellow members through the free exchange of ideas and thoughts, the Society will be in a better position to safeguard and promote the interests of all members in the fast changing business environment.

Exchange of information through internet, for instance, will allow us to find out our latest “market value” or the transfer fee that the broking houses are willing to pay for each remisier in the event of merger and acquisition. Our stockbroking practices can also be improved and made more efficient through exchanges of notes among remisiers of different houses.

The Society will continue to manage change as it comes along. We believe that through our concerted effort, we will be able to go through the present difficult time of change and continue to have a niche in the financial industry of the 21st Century.

We wish all members a prosperous New Year.

Blood Donation Drive 2000 - A Great Success

(written by William Tan)

Stocks at the Blood Bank shot up by almost 500 (498 to be exact) packs after our 3-day exercise with 719 registered donors. A great achievement by our Society, indeed.

The third bi-annual event was held at the open grounds of Raffles SMRT Station from November 13 to 15. It was part of our community service programme. It also aimed to enhance the public image of the remisiers and our Society.

Generally, the donors were a pleasant and patient lot, although some of them had to wait for quite a while for their turns due to overwhelming response. The SQ 006 tragedy on Oct 30 did play a part in the good response.

One highlight of the event this year was the Minister’s presence. Mr Lim Hng Kiang, Minister of Health and 2nd Minister of Finance paid a visit to our event site to give his moral support to the blood donors. During the reception, he expressed his appreciation to SRS for lending a hand in community service.

The other highlight was the use of internet technology in this community service. The event site was webcast live for the first time on our website at www.remisiers.org during the three days. Potential blood donors could

view the latest queue situation at the site. Our website also allowed pre-registration for the blood donors.

Needless to say, this event could not have been a success if not for the team led by Sophie Chung of JM Sassoon. The whole committee worked tirelessly even during trading hours to put this event together. Kudos to the whole team for their relentless efforts. The team members included Yeo Lee Choo, Jessie Wong, Nancy Lim and Jai Tan of JM Sassoon; Ng Chee Seng of DBS Securities; Amy Sze of OCBC Securities; and Dellice Tay and Evelyn Goh of UBS Warburg.

Last but not least, we would like to thank the sponsors who helped make this event possible.



Revisit more scenes of our event at
<http://www.remisiers.org/activity//donation1.pdf>

Our website achieves 2500 hits a day (written by Law Kok Liang)

Our revamped website at www.remisiers.org was successfully launched on 18 September 2000.

After 3 months in operation, the average number of hits (visits to our website) per day was more than 2500. The highest number of hits so far was achieved on 15 November 2000 after two newspapers, the Straits Times and the Streets, highlighted our website while reporting our blood donation drive. A total of 16,313 hits were recorded on the day.

The main draw of our website has been the research material section. In this section, visitors to our website can conveniently find a collection of the latest research papers generously contributed by various broking houses. We would like to take this opportunity to thank all our members who help gather these papers. To enrich our collection, we welcome members who receive research papers from other sources to pass them on to our website. Please forward them through e-mail to kllaw@wits.com.sg for the posting.

Another attraction on our website is the Forum. This is a venue for the free and timely exchange of ideas and information among our members. The information exchanged so far included the cheapest Bankers Guarantee (BG) offered to remisiers by the banks in town, the current market value or the transfer fees of remisiers, the issue of trades amalgamation, latest market readings of charting experts among us, trading strategies and ideas, and the hearsay in Raffles Place.

If you want to take part in our Forum, just key in you NRIC No and the reference (e.g. 1234567A) and the initial password "8888". Contact our webmaster on the website if you need help. Only members are allowed to participate in the Forum.

Cheapest Bankers Guarantee (BG) in Town

Do you know which financial institution in town offers the cheapest BG to remisiers? If you missed the conversation on Dec 4 in the forum of our website on the lobang to get the cheapest BG, the conversation among our fellow remisiers is reproduced for the answer:

4/12 09:29 : lawkl : Which bank offer the best deal??

4/12 10:13 : hengliang : I think the best deal in town is HL Bank. They charge \$70 and deposit rate is 3.125%. You can contact Queenie at the bank.

4/12 10:25 : dellicetay : Try Hong Leong Bank at Cecil Street #5352466. For \$30,000 BG, u pay \$70 p.a. FD interest is 3.125% on yr \$30,000 deposit.

4/12 10:32 : lawkl : Thank you Heng Liang and Dellice for the info.

Our Courses also win you credit points

From January 2001, our Society will conduct continuing education programmes and seminars for dealers and remisiers. These programmes were offered solely by the Institute of Banking and Finance (IBF) in the past.

Our career enhancement courses are endorsed by the SGX. They will also award credit points to the participants who can use them to fulfil the annual minimum requirement for continuing education set by the SGX for each dealer and remisier.

For the new comers in our midst, we have a series of seminars to assist them in developing essential “survival” skills required in our competitive industry. The subjects include day trading, client management and credit control and the working of equity derivatives. For the more experienced ones, we will

provide skill improvement seminars on technical analysis, the concept of financial planning, introduction of software for trading and others.

The courses will be conducted by lecturers from institutions of higher learning and other qualified trainers. Some courses will be held on weekdays after market hours i.e. from 6.30pm to 9.30pm in addition to the usual Saturday mornings from 9.30am to 12.30pm.

The course fees will be comparable or less than the IBF fees.

When you sign up for the courses to meet the SGX training requirement this year, please take note that there are now courses which are organised by remisiers for remisiers. Brochures on the courses will be sent to you soon.

Proposed change will allow associate membership

An Extra-ordinary General Meeting will be called on February 9 (Friday) from 6.00pm to discuss and approve some proposed changes to our Constitution. Among them is the proposed amendment to allow other Trading Representatives such as the dealers to join our Society as the associate members. The meeting will be held at YWCA Fort Canning Lodge. Light refreshment will be provided. So, keep the date free for the meeting.

<p style="text-align: center;">EDITORIAL TEAM</p>
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<p style="text-align: center;">Law Kok Liang, Freddie Quek, William Tan, Yong Siong Hock</p>
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<p>Views expressed here do not necessarily reflect that of the Society. Contributions are welcome and to be addressed to: Remisiers Hotline, 271 Bukit Timah Road, #03-04, Balmoral Plaza, Singapore 259708. Email address: "www.remisiers@yahoo.com."</p>
