

**Senate Select Committee on  
Superannuation and Financial Services**

**Main Inquiry  
Reference (a)**

**Submission No. 115  
(Supplementary to Submission Nos. 96 & 101)**

**Submittor:** Mr John Crosby  
203 Kent Street  
NEW FARM Q 4005

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18<sup>th</sup> April, 2001.

Ms.Sue Morton,  
The Secretary,  
Select Committee on Superannuation and Financial Services,  
Parliament House,  
CANBERRA. ACT 2600.

Dear Ms. Morton,

CNAL CASE STUDY.

Transcript/Further Statement.

I am not certain as to whether the transcript has been correctly transcribed on SFS 874 "Mr. Crosby I did not even consider theft.....which I knew was not available". By way of further submission, (I think there was a bit of speaking over each other at the time). I would just like to submit that the point I was making is that I had assumed that by having an APRA Approved Trustee, I would be getting the maximum protection, or the surrogate risk free level of protection, the maximum protection. I knew that it was not possible to get absolute protection against everything!

The next question then dealt with "market rises and falls".

At the bottom of SFS877 there is a reference to Section 329 of the Act. The correct reference is 229.

Subject to the above I have signed the Transcript, which is returned herewith.

Information requested by Senator Hogg. Fees paid for Financial Advice.

When requested by Senator Hogg, I advised that I had not actually paid any fees for financial advice, but that they were taken as a "commission". This is still the case and I enclose a copy of the extract from the "Key Features Statement". In the case of our actual contribution of the monies into the fund, the financial advisers, Qplan, had actually contacted CNAL and arranged for a "NIL" entry and exit fee for the monies to be held in trust, to "match" the arrangements with the ANZ Bank. Qplan have agreed also to give a statement in this regard to the Committee. I understand that CNAL did actually make a payment to Qplan at the rate as provided in the Key Features Statement, which Qplan said they returned to CNAL. I complained at the time that CNAL were "smashing and grabbing" fees from the cash contribution, before the allocation of the portfolio! Qplan also gave me an account for \$13,000 which they withdrew.

Claim for Expenses.

I also enclose claim for expenses.

Yours sincerely,

*John Crosby*



# Key Features Statement

## *The Crosby Family Superannuation Fund*

*Publication Date : 6 April 1999*

*Expiry Date : 5 April 2000*

*Trustee of the Crosby Family Superannuation Fund -  
Commercial Nominees of Australia Limited  
ACN 054 235 853  
Level 1, 140 Sussex Street  
Sydney NSW 2000  
Telephone : (02) 9299 9622  
Facsimile : (02) 9299 9406  
Web : [www.commercialnominees.com.au](http://www.commercialnominees.com.au)*

*Adviser of the Crosby Family Superannuation Fund -  
Saxby Bridge Financial Planning  
ACN 057 915 312  
Riverside Centre  
Level 8  
123 Eagle Street  
Brisbane QLD 4000  
Telephone : (07) 3874 7777  
Facsimile : (07) 3874 7799*

*This document contains a Key Features section,  
an important section which describes the main  
features of the product being offered.*

enhanced  
management  
pty limited



## ***The Trustee's Role as a Service Provider in relation to the Fund's Investments.***

Because of the very wide range of Investment Strategies, it is possible that you may select investment products of which the Trustee acts as the Trustee.

Please note that the cash component of your fund will be held in the Commercial Nominees of Australia Limited Cash Management Trust.

The Trustee advises you that under the law, where the Trustee invests money of the Fund it must deal with the other party to the investment transaction at arm's length or on arm's length terms.

## ***What are the Charges?***

**Every type of charge that may be charged to the Crosby Family Superannuation Fund is fully described in this section. The Trustee undertakes not to deduct any other types of charges without your specific written consent (other than Government taxes and charges).**

- **Contribution Charge:** Your Member Account will be debited with a maximum of up to 1% of contributions and rollover/transfers.

### **Ongoing Management Charges:**

- **Administration Charge:** Your Member Account will be debited quarterly with a maximum charge of 0.4% per annum of the gross asset value of the Fund, subject to a minimum charge of \$750 per annum.
- **Trustee Charge:** Your Member Account will be debited quarterly with a maximum charge of 0.1% per annum of the gross asset value of the Fund, subject to a minimum charge of \$750 per annum.
- **Service Fee:** Your Member Account will be debited quarterly with a maximum charge of up to 0.5% per annum of the gross asset value of the Fund.
- **Investment Manager Fees:** No investment management fee is deducted from your Member Account. Any fees levied by the various investment managers retained by the Fund are reflected in the net investment earnings of the Fund.
- **Professional Fees, Regulatory and Other Costs incurred by the Trustee:** The assets of the Fund may also be debited with any professional costs (e.g. audit fees) which are incurred by the Trustee together with any statutory charges and lodgment fee applicable under Government regulations.
- **Death and Disability Insurance Charges:** If you have effected the insurance benefits available to you as a member of the Fund, the Trustee will deduct the required insurance premiums from your Member Account at the end of each month.

## ***Increases or Alterations to the Charges***

The governing rules of the Fund allow the Trustee to alter (increase or decrease) the percentages and dollar amounts applicable to each of the above mentioned charges.

The current fee levels are guaranteed not to increase for the duration of this Key Features Statement. Thereafter, the Trustee undertakes to notify all members of any other increase in fees or charges at least three months before the increase takes effect.