

ROTARY CLUB OF SALE INC.

Club President
Alan Lewis
Secretary
Neil Ross

CHARTERED 1928



SERVICE Above Self

R.I President
Carl-Wilhelm
Stenhammar.
District Governor
Ray Stewart

WEEKLY BULLETIN OF THE ROTARY CLUB OF SALE.

19th September 2005

Chair: Grant Ellers

PRESIDENT'S ANNOUNCEMENTS

- Alan welcomed everyone to the meeting, especially visiting Rotarian Robert Noble, and informed those present that last week he made a verbal submission to the Parliamentary Public Works Committee for funding the construction of the Heritage Trail. He noted his surprise at the lack of interest by other parties for such submissions. Lyndon congratulated Alan on the quality of his presentation which was made under difficult circumstances.
- Alan asked Grant to speak about the river walk undertaken last Friday. Grant indicated this is an exciting project that will provide a 2.5 metre wide track on the river bank but that the walk also revealed that some restorative work needs to be carried out by Council on the river.
- Alan circulated the charter agreed to by the RC of Sale and the Wellington Shire Council for Stage 1 of the Heritage River and Wetlands Walk project which describes the responsibilities of both parties.
- David C. was then invited to address the Club about the sensory garden project at the Sale Specialist School the start of which has been postponed to the weekend after the AFL Grand Final. David outlined his plans for the garden which has been designed to make the best use of the site with paths suitable for wheelchairs and a "no dig" garden made with mulch on the slopes. The project will commence with the earth works.
- Alan acknowledged the excellent report Noel had given on the history of Probus in Sale and indicated that Noel would be prepared to present this report at a future Rotary meeting.
- President Alan reminded all that next week would be a partner's night for the DG's visit and that he would be unable to attend but expressed his wish that as many Rotarians as possible would be present. He also indicated that there would be members from the RC of Hazelwood coming to sell raffle tickets to raise funds for Centenary House.
- Neil spoke about the Grand Final afternoon and indicated that the cost of the function would be \$20 each and byo drinks.
- Robert Noble briefly addressed the Club and congratulated the members on the projects they have undertaken. He also indicated that Alex Skolte from Maffra has been given the contract to build Centenary House

Guest Speaker – Leo O'Brien

Grant introduced the guest speaker with the promise that it would be an interesting presentation and left it to Leo to tell us about himself.

Leo indicated that he did not know much about Rotary when he was first invited to come along to a meeting but he enjoyed the fellowship of the Club members and values the work that Rotary does in the community. So he continued to attend meetings and soon joined.

Leo said he was born in Bairnsdale in 1963 and lived in Ensay in his early years. His Irish forebears had settled in the area in 1877 and by 1977 there were 170 descendants. He has 5 sisters and 1 brother and eventually went to school in Bairnsdale where he proudly, and truthfully, claimed his father to be superman – his father spread super-phosphate on the local farms. The O'Brien family moved around to various places including Morwell, where his father was involved with the union movement, and Traralgon. It was here that Leo had the memorable experience of standing atop the spire of the Sacred Heart church (while it was lying on the ground). In 1980 Leo finished his schooling at St

Paul's College in Traralgon and started his first job with Fletcher Jones. He lasted 1 week before giving a week's notice.

His career as a stock agent commenced in 1981 when Leo started work in the Newmarket saleyards for DSM Estate. It was pointed out to him, when his day began at midnight, that the only reason he had a job was that the cattle dogs could not open the gates. Leo clearly illustrated the rude introduction he experienced to a tough business, which left him wondering what he had let himself in for and after two months he was the only recruit left of all the starters.

After his initiation to the working life of a stock agent, Leo came to Sale for a short period of relief work, followed by a stint in Wagga. He returned to Sale, during a particularly severe drought period when Glenmaggie Weir ran out of water, following the sudden death of Bruce.

It was a turbulent time for the industry with John Elliot merging Elders IXL and DSM Estate. The respected stock agent, Peter Foster, invited Leo to work with him in 1984 and subsequently offered him a partnership in Brain Foster. This business was later sold to VPC who kept Peter Foster on as manager. In 1995, when Peter was diagnosed with lung cancer, Leo was asked to be the manager of VPC, Sale. He accepted the position and later became regional manager in charge of 186 personnel.

In January 1999 Leo started his own stock agency in Sale – Foster O'Brien & Partners Pty Ltd as well as Foster O'Brien Real Estate Pty Ltd in which Leo holds the real estate licence. As a result of a suggestion by one of his employees, Leo also opened a real estate agency in Loch Sport which turned out to be a very good decision.

Leo is on the national board of the Australian Livestock & Property Agents Association Limited which has 1200 members and facilitate livestock sales of more than \$11 Billion annually. Leo was also involved with the introduction of the National Livestock Identification Scheme, a system that identifies beasts with computer-coded ear tags at birth, providing a line of traceability through all subsequent owners .

In the course of his career Leo, like other agents in this business, has built up a network of people around Australia to help with the job. Virtually all work in this industry is done on trust and payment to producers is always guaranteed. Leo pointed out with pride that the cheques for stock sales on a Tuesday are invariably paid by Friday of the same week.

At the conclusion of his talk, Leo answered questions from Bob, Alan and Peter. He acknowledged that the number of farmers is on the decline with most remaining on the land being in the age group 50 to 70. He stated that, despite the good lifestyle to be had on the land, there is no incentive for people to take up farming with the returns too low and the risks too high for a minimum start-up investment of \$1 Million.

Leo said that FOB had a turnover of \$25 Million and that the saleyards in Sale generated \$80 Million in stock sales last year. The price per head currently is up to \$720 but this is variable. Rob Noble added that the dairy industry contributes \$200 Million to the region.

Alan thanked Leo for his talk and Grant then closed the meeting.

SERGEANT AT ARMS: Ian Jones

- | | |
|---|--|
| <ul style="list-style-type: none">• Sergeant Emu had an identity crisis when he saw Daniel's badge on a Rotarian who was obviously not Daniel. So he fined Laurie for not wearing his own.• Adrian was unbelievably early and therefore paid for this unpredictability.• Tania, our host, was asked to pay because she was sitting down to eat with us.• Rob Noble, our very welcome visitor, was nevertheless fined because he turned up at our usual venue when he admitted reading in the Bulletin that the meeting was at Ashleigh House. He also paid up because Maffra, with 45 consecutive wins, managed to lose the grand final.• The sergeant extracted a dollar from treasurer, Bob, because he was a bit tardy in collecting Tania's subscription.• Grant showed some indecision in taking on the role as chairman and Emu was quick to capitalise on it. | <ul style="list-style-type: none">• Both Peter Synan and Mark Latham simultaneously launched a book but in the end there was no contest with Peter releasing the more highly regarded work. For this <u>fine</u> achievement Peter had to pay a fine.• The unwritten code of not fining the guest speaker has well and truly flown out the door with Emu extracting a dollar from Leo for demanding the microphone.• David C. was asked to pay for his eloquent, if somewhat lengthy, introduction of the guest speaker last week.• Carmel paid up because she had described her husband's day as probably very tough, in total contradiction to what Lyndon himself claimed.• Despite an attempt to remain incognito by wearing dark glasses, the photo in the Bairnsdale of Alan attracted the sergeant's attention and of course a fine. <p>Emu finished his session by wishing Alan well for his operation on Tuesday.</p> |
|---|--|

Keep Smiling

Two little kids are in a hospital, lying on stretchers next to each other outside the operating room.

The first kid leans over and asks, "What are you here for?"

The second kid says, "I'm in here to get my tonsils out and I'm a little nervous."

The first kid says, "You've got nothing to worry about. I had that done when I was four. They put you to sleep, and when you wake up they give you lots of jelly and ice cream. It's a breeze."

The second kid then asks, "What are you here for?"

The first kid says, "A circumcision."

And the second kid says, "Whoaaaa -- good luck buddy. I had that done when I was born. Couldn't walk for a year."

RELISH CONTACT DETAILS

Hosts: Tania Jones & Robert Wood

Phone/Fax: (03) 5144 5044

E-mail: relish8@westnet.com.au

Rotarians, please remember to notify Relish of your intentions before 12:00 midday on the Monday of the meeting.

NOTICES

Attendance: 15 Rotarians

Visiting Rotarians: ADG Robert Noble from Maffra

Member's Guests: None

Make – Up: None

Raffle: Adrian won a bottle of good red

**NEXT MEETING Monday 26th
September**

Visit from DG, Ray Stewart

Chair: Col Counsell

Sergeant: Mike Smith

Attendance: Noel Langley

Set Up: Tania Jones

Venue: Relish

COMING UP Monday 3rd October

Guest Speaker: Noel Langley – The history of Probus in Sale

Chair: Keith Miller

Sergeant: Rod Exton

Attendance: Noel Langley

Set Up: Grant Ellers

Venue: Relish

ON THE RADAR

Mon 10th October – Paul Borg Sailing Blind

Mon 17th October – John Tatterson

Mon 24th October – Sale Show briefing

If you are away from home you will find friends at all Rotary Clubs. You can make up for missed meetings of the Sale Club with any of the following local Clubs:

Bairnsdale: Tuesday 6:00pm Bairnsdale Club

Bairnsdale Sunrise: Friday 6:45am Main Hotel

Heyfield: Monday 6:30 Railway Hotel

Lakes Entrance: Wednesday 6:00pm Bellevue Motel

Maffra:

Mitchell River:

Sale Central:

Traralgon:

Traralgon Central:

Yarram:

Thursday 6:00pm Duart Receptions

Monday 5:45pm Italian Club

Tuesday 6:00pm Princeton

Tuesday 6:00pm Traralgon Golf Club

Monday 6:00pm Latrobe

Convention Centre

Wednesday 6:00pm Yarram Club