



The ROTARY CLUB of COROWA



Service Above Self

23/10/2019: Issue 81. Number 15

80 Years of Service

ROTARY FORUM



YOUTH EXCHANGE

Don't forget to ask Jasper to join you and/or your family for an outing or to see something or join you for a meal. His mobile is: 0490 026 515.

NYSF Orientation Evening

On Friday 18th October our NYSF student – Eliana Teh – attended an Orientation Session at Notre Dame College in Shepparton. She was accompanied to this function by her mother SuSwen Teh, and Rotarians Graham and Margaret Brown.

After a welcome from Notre Dame College Principal John Cortese, DG Brian Peters talked about the breadth and depth of Rotary programs, including the End Polio Now program.

The 28 students from District 9790 were then asked to introduce themselves to the audience. The 28 were part of only 200 selected students Australia wide who are involved in NYSF. According to the student's surveyed interest scientific areas, they were allocated to one of three NYSF sessions which are to be held in January 2020 – two in Canberra ANU and one in Brisbane QU. While at NYSF they will have some very full days attending tutorials, lectures, scientific and engineering demonstrations and industry visits.

Picture: Wearing her red dress, Eliana is in the front row



A young doctor had moved out to a small community to replace a doctor who was retiring. The older gent suggested the young one accompany him on his rounds so the community could become used to a new doctor. At the first house a woman complained, "I've been a little sick to my stomach." The older doctor said, "Well, you've probably been overdoing the fresh fruit. Why not cut back on the amount you've been eating and see if that does the trick?" As they left the younger man said, "You didn't even examine that woman. How'd you come to your diagnosis so quickly?" "I didn't have to. You noticed I dropped my stethoscope on the floor in there? When I bent over to pick it up, I noticed a half dozen banana peels in the trash. That was what was probably making her sick." "Huh," the younger doctor said, "Pretty clever. I think I'll try that at the next house." Arriving at the next house, they spent several minutes talking with an elderly woman. She complained that she just didn't have the energy she once did. "I'm feeling terribly run down lately." "You've probably been doing too much work for the church," the younger doctor told her. "Perhaps you should cut back a bit and see if that helps." As they left, the elder doc said, "Your diagnosis is almost certainly correct, but how did you arrive at it?" "Well, just like you at the last house, I dropped my stethoscope. When I bent down to retrieve it, I noticed the preacher under the bed."

Rotary Grace

Oh Lord, the giver
of all good,
We thank you
for our daily food.
May Rotary friends
and Rotary ways,
Help us to serve you
all our days. Amen.



For Good Food,
For Good
Fellowship
And the opportunity
to Serve in Rotary,
We Give Thanks.
Amen.

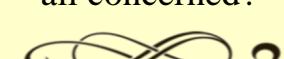


Today we are
thankful for all
we've received.
However we live,
we firmly believe
All is a blessing that
we must pass on
No matter our status
or where we have
gone. Kindness and
generosity are what
we impart
Showing the world
what's in Rotary's
heart.



The Rotary 4 Way Test

- 1: Is it the **TRUTH**?
- 2: Is it **FAIR** to all concerned?
- 3: Will it build **GOODWILL** and **BETTER FRIENDSHIPS**?
- 4: Will it be **BENEFICIAL** to all concerned?



The Rotary Club Of Corowa

meets every WEDNESDAY at the Corowa RSL Club: 6:30pm for a 7:00pm start

President 2019-2020: Rotarian Paul Miegel Secretary: Rotarian Margaret Brown

Treasurer: Rotarian David Potts President Elect 2020-21: Rotarian Norman O'Flaherty

PO Box 153 Corowa NSW 2646.

Website: <http://www.corowarotary.org.au> : Facebook: <https://www.facebook.com/corowarotary/>

Bulletin Editor: Howard Scheetz : hscheetz@bigpond.net.au - 0425 724 813

Please remember to notify **Neil Davis** if you **CAN NOT** attend our weekly meetings **or** if you wish to bring any guests. If you are arranging a guest speaker, please advise Neil of the number of people attending and if they need the screen and projector. **Neil can be contacted by:** Phone or text on **0499 878 529** or email davis98@bigpond.net.au



The deadline for replies is 11 am on Wednesday

| MEETING DATE | Wednesday October 30 | Wednesday November 6 | Wednesday November 13 | Wednesday November 20 |
|---------------------|--|------------------------------|------------------------------------|---------------------------|
| VENUE | RSL | Golf Club | Wangaratta | RSL |
| PROGRAM | John Batten Mount Everest Base Camp | | Combined with Rutherglen | |
| CHAIRMAN | Debbie | Ray | Alan | Stephen |
| TREASURER | Ray assisted by Graham B | Alan assisted by Margaret | Stephen assisted by Graeme C | Bill assisted by Wally |
| ROTARY GRACE | Alan | Stephen | Bill | Ian |
| LOYAL TOAST | Stephen | Bill | Ian | Graham B |
| INTERNATIONAL TOAST | Bill | Ian | Graham B | Margaret |
| ROTARY INFORMATION | Ian | Graham B | Margaret | Graeme C |
| SERGEANTS HELP | Graham B | Margaret | Graeme C | Wally |

Combined Meeting with Rutherglen Rotary
to Drages Airworld in Wangaratta followed
by a meal at the Town and Country Hotel.

The bus will leave Corowa at 5.30pm,
further information COMING....

From Graeme C:

Several months ago, I asked several stallholders for their views on the market and what we could do in the way of improving it. Don (Cloud 9 Coffee) offered the following written ideas for discussion, but firstly we must decide whether we are happy to run a monthly market to achieve funding for the Federation Festival . . .

Corowa Federation Market

The attached suggestions are the basis for an audit of where the market is at and suggest some answers to help the market grow and achieve what the Rotary Club want from the market.

There are many different approaches to organizational audit and as you would expect depending on the questions you ask you get different answers.

I have chosen the questions that I think are most relevant to your market and so can lead to practical answers with a menu of your choice. Some critical questions:

Can we assume Corowa Rotarians have a clear goal in mind for running the market and a clear measure as to whether the market is achieving the hoped for results? If not, why not?

Who are the present and potential customers and supporters of the market as it is?

Why would new customers come to the market as it is and come again?

What are the strengths of a 'Rotary' culture in organizing markets and what are its weaknesses?

Have you considered how these strengths and weaknesses help and hinder the present market existence and potential for growth?

What support comes from the surrounding community for the Rotary effort each month and each year?

For each market how does each Rotarian do something to ensure the market is here both this month and bigger next month?

Some traditional business audit questions can often clarify organization direction and growth.

Some key marketing questions

Who buys? What do they buy? When do they buy? How do they buy? Why do they buy?

For Corowa some answers could be :

Older people buy, after church and predominantly women (this would be a small percentage of Corowa's population) so who is the market missing out on Occasional bargains, things they don't buy in the supermarket, things at a moment eg coffee etc

Once monthly between 10 am and 12 am

Cash and card

Habit, it's different it's cheap, like the salesperson, group pressure etc

When the group have listed the answers to the questions then the work begins.

What do we do differently with the different picture we have generated?

Will what we do help us achieve our goals?

In many socially changing environments a broader series of questions produces better answers. Here are some for consideration.

Demography: How old is the community? How old are the organizers? How old are the stall holders? How old are the customers? What age and gender groups are not involved in making buying decisions? Why not?

Is buying time and distance from the market a factor in making a purchase?

How well does the market stallholder and their sales mix match the surrounding population or immediate customer mix eg does the customer normally eat pork sausages or eggs and bacon for breakfast?

Organization: How well does the structure on offer fit with customer needs eg grass vs tarmac?

Does the system work for both supplier and customer eg a fenced enclosure?

Space: Does the physical space suit in size, location and amenity?

Staff: Do the providing staff: Provide a welcome which is customer friendly, consistently competitive in a matching environment eg other markets

Sales: Are sales volumes adequate to meet stallholder expectations?

Does the market provide a consistent, habit forming environment for its customers including a distinctive?

Welcome to our market: Can we help you in any way

This is what is on offer: Have you enjoyed your visit

Has it met your expectations to make you come again?

From the questions asked come answers which form the basis of an action plan normally set out as follows:

A vision statement or goal: Objectives – what you do: Strategies – how you are going to do it

What is most important first? Finally have we reached quantifiable outcomes?