



THE SWAN



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A WORD FROM THE DISTRICT GOVERNOR - WHAT IS ROTARY?

In visiting Clubs, I have been reminded that Rotary has always kept its work close to its chest, fairly confidential, "we don't like to make too much fuss about what we do", etc. I have read of a Rotary International President, when visiting our great country, exhorted Rotarians to project a public image which would properly reflect Rotary's service and its role in the world by paying more attention to public relations. His intention, he said, was to project a true image for the better promotion of Rotary Service.

This doesn't sound like telling us to hide our light under a bushel, and it was said 40 years ago by President C.P.H. Teenstra who led Rotary in 1965-66. There are many reasons why it is important that we let the world know about Rotary.

Today, Rotarians have never worked harder for the common good and the results speak for themselves. You can be very proud of the work you are doing in your local communities, in Timor Leste, in the Solomons, for the disadvantaged all over. But, this work is going to peter out and fade away if it is going to rely on just you and me. We need assistance, someone to pick up the baton and carry on the tremendous service being evidenced around the world. We are desperate for new blood, new ideas, new energy, new friendships and larger teams so you do not have to carry the burden on your own.

Membership promotion is certainly one of the reasons because today we live in an age of instant communication - people want to know what's going on, what happens if I join, what will I be asked to do, how will I fit in? These and many more questions will be asked by prospective members because they have been taught to ask "why", not necessarily to dodge the challenge, but to seek knowledge so they can make reasonable decisions.

Anyway, what is Rotary?

You certainly can answer the last question, can you? And here lies the crux of the Rotary Awareness question. If we are to publicise our work in Rotary and tell people what Rotary does, we need to instruct ourselves first. Many Rotarians are found wanting when it comes to Rotary knowledge and it is difficult to know where to start.

How about a weekly or monthly quiz about Rotary in your Club in order to spread the knowledge? It can be fun to do and it will certainly do no harm. Finally, we need to broadcast

GUEST SPEAKERS

LAST WEEK. Guest Speaker: Alan Stone. "Investing in Vietnam". Chair: Trevor Harris.

THIS WEEK. Guest Speaker: Tim Ferres. "RYLA Experience & Community Involvement". Chair: Paul Lehmann.

NEXT WEEK: Guest Speaker: Robert Bardsley. "Mediation of Civil Disputes". Chair: Alan Stone.

Luncheon Host for this week: Bill Campbell

Luncheon Host for February 16: Robyn Buccheri

Luncheon Host for February 23: Dennis Berlowitz

If unable to carry out the duties of host, please arrange for a replacement.

DISTRICT GOVERNOR BERNIE WALSH *Continued*

our work because we do need support from those outside of Rotary who we look to for help with our project, be it for goods to raffle, products to help our building projects, financial support to transfer those funds to those in need and the many other ways businesses, firms and the like can assist. It is difficult to approach a prospective donor and you are asked "what is Rotary?" Wouldn't it be much easier if they knew and had no hesitation in lending a hand.

The Barmy Army came to support their team and everyone knew about them. Let the Rotary Army ***Lead the Way*** and broadcast its existence and about the good we do in the world.

GUEST SPEAKER'S REMARKS - ALAN STONE: INVESTING IN VIETNAM

Our own Club Member, Alan Stone, related his experiences when travelling to Ho Chi Minh City in 1993, to explore investment opportunities in Vietnam, with a client and his friend.

Alan's client was formerly the youngest Senior Sergeant in the Victoria Police, ex Gaming Squad, and the Vice Squad- a good person to have beside you.

His friend was a Lebanese investor, married to an ex wealthy South Vietnamese, who had several important contacts in Ho Chi Minh City.

Their visit was scheduled to last four weeks, but with protracted negotiations, their visit was extended to six weeks.

The investments to be considered were:-

- A Hotel/Nightclub
- A Brewery- Power Brewery-xxx
- Manufacture of Fibreglass products- Shower bases, pedestals-etc.

To assist in their negotiations, Alan took:-

- A booklet on investment prospects supplied by the Australian Department of Trade
- A sample Joint Venture contract as drawn up by the United Nations.
- A list of contacts.
- A copy of the Foreign Investment Act drawn up by the United Nations in 1990.

On arrival, they appointed a South Vietnamese ex Solicitor as an advisor for US\$100.00 per week-(our best investment.)

Why an ex-Solicitor?: He backed the losing side- being a Naval Officer in charge of a Patrol Boat in 1973/75, but did not take the opportunity to defect to the winning side, as many of his fellow South Vietnamese did in the last months of the war.

He was put in prison for six months for re-indoctrination. His children would not be allowed to go to University, or to go overseas for education.

To make room for political prisoners, the prisons were emptied of criminals. These people, plus the Bar Girls made up a large proportion of the Boat People attempting illegal entry into Australia.

Possible Brewery Investment.

We quickly identified two possibilities:-

- The old Heineken Brewery

GUEST SPEAKER'S REMARKS - ALAN STONE: INVESTING IN VIETNAM (continued)

- Dong Nai local brewery who had just been successful in obtaining the Coca Cola bottling contract. Eventually we were able to negotiate a Joint Venture with the Dong Nai brewery.

Manufacture of Fibreglass Products

Fibreglass being a dangerous substance to work with, and manufacturing in Australia being hazardous and expensive- it seemed possible that manufacture in Vietnam could be a possibility.

With this view in mind, we found a potential Joint Venture partner, but could not reach any agreement on when we would provide the patterns.. There were nine products, and the Vietnamese wanted all patterns at the start. We insisted on one pattern at a time, as otherwise all patterns would have been duplicated in 24 hours.

We withdrew from these negotiations.

Hotel Joint Venture:

Our investigation into prospective Joint Ventures was quite successful. The first site, 70kms north of Ho Chi Minh City, was situated in a lovely coastal area, with a surf beach and golden sand. The Australian Army had a helicopter support base there during the war.

The area was also used for short term R& R during the war.

The Governor of Vung Tau was an ex North Vietnamese Regular Army General who led his troops in the hills surrounding Vung Tau, then circled Vung Tau to move on Saigon.

The Governor's nephew was fluent in English, having obtained a Master's degree in Canada. (Canada was the first country to recognise the new government of Vietnam. Australia was either second or third.)

The area proved too expensive for what my Client wanted.

We subsequently found a five story of a building in Ho Chi Minh City which was suitable for a Joint Venture, with :

- Ground Floor: Sales outlet and store for Australian wines-Wolf Blass and Mildara.
- First Floor Australian Wine Club : Tasting Rooms.
- Second Floor Restaurant
- Third Floor: Private Rooms
- Fourth Floor: Night Club.

Roof:: Bar.

Negotiating the Joint Venture Contract:

It was a slow process, with hidden costs introduced by the Government negotiating Team.

The contract was based on a United Nations format, with one copy in English, and the other copy in Vietnamese

The Vietnamese introduced various additional clauses favouring them, and on translation, required protracted negotiation to have them removed, causing a two week delay.

The contract was finally concluded. (Subsequently the Group sold out their interest in the Joint Venture, re-investing the funds in China.)

KNOW YOUR CLUB MEMBER - PAUL LEHMANN

I am the descendant of farmers from the delightful Spreewald of north west Germany, brushmakers from Berlin and miners from Yorkshire. They came to Australia in the mid 1800's some on the promise of cheap land and some with the hope of a better life and the opportunity to find riches in the gold fields of Calico Flat near Ballarat. Their descendants including my parents were all farmers, my first home being in the Western Plains at a small town called Berrybank. My first single teacher school had fourteen students in eight grades.

The lives of Berrybank residents were substantially changed by the fires of 14th December 1944 which destroyed the township including our farm house, sheds and livestock. It was devastating for my parents who lost several decades of selective livestock breeding of their stud Corridale and Border Leicester sheep.

My education in Geelong provided me with a Diploma in Architecture which was followed by a B. Arch from "The Shop" (Melbourne University). The late fifties was a boom time in building and jobs for young architects were plentiful to the extent that I could pick and choose.

Whilst working in a two man team supervising the construction of the State Library and University Library in Hobart I met and married a young Hobart girl. The wider world beckoned and we spent our first year together in a very cold England. Working for the Camberwell Borough Council on medium and high density housing was very different from my experience at that time and an offer from a young architectural firm in Hong Kong to head up a team designing the Ocean Terminal shopping centre and shipping terminal adjacent to the Kowloon Star Ferry terminal was too good to refuse and we relocated to this wonderland of people, diverse cultures, superb food and long work hours. Five years later and now with a son and twin daughters my wife and I decided to forego the luxury of two, much appreciated live-in servants and return home to Melbourne. My family increased to two daughters and two sons in 1972 and I now have five grandchildren.

My shopping centre experience assisted in obtaining employment with the Melbourne firm designing and managing the expansion of Myer into the regional shopping centre industry across Australia and from this employment to an Australian wide planning and architectural firm which gave me the opportunity to design and document the buildings for the Panguna and Arawa mine towns at Bougainville Copper.

In 1973 an opportunity arose for a partnership with a colleague and we set up shop in St Kilda Road expanding to a second office in Shepparton and the Victorian office of an Australian wide consortium of seven Architectural firms. Our main projects included Local Government, Secondary Education, Airport facilities, Retirement Villages and Sports Stadiums.

In 1985 in partnership with the Sydney member of our consortium we introduced Space Analysis Planning into Australia. This branch of our firm provided services to assist large office space users to use their space more productively and in so doing reduce their office accommodation costs. I retired from Young Lehmann & Co ten years ago.

The wheel has turned full circle and I am back to farming, that is looking after the 80Ha property purchased by my parents as a hobby farm in 1947 but suburban sprawl is approaching our fence and my retirement is somewhat of a mirage

TERRY'S TALES

An interesting fact. Did you know that most major cities have a "Batman Building"? It is a particular design based on the "Batman" character. Who can advise what building this is in Melbourne?

So this week started with a cluster meeting. Key topic was our District Conference commencing 9th March in Canberra. ***This is an event not to be missed.*** I encourage members who have not yet registered to do so immediately. Look at pictures of the fun we had last year on our website <http://melbsouthrotary.com.au/events/2006districtconference.php>.

Guest speakers this year include:

- Dr Andrew Thomas: 'Astronaut'
- Professor Jeffrey Rosenfeld: 'Revered Neurosurgeon'
- Alan Kogosowski: 'Brilliant Concert Pianist'
- Stuart Diver: 'The Thredbo Disaster'
- Kerryn McCann: 'Commonwealth Games Marathon Gold Medal'
- Glenn Burns: 'The Beaconsfield Mine rescue'
- Greta Bradman: 'Granddaughter of Sir Donald Bradman'

A detail list of guest speakers can be viewed at <http://rotaryd9800.systemhosting.com/conference/speakers.html>

Planning is now well under way for our New Member Information evening at 5:30pm on Tuesday 22nd February. All members are encouraged to attend.

So far we have achieved:

- Bernie Walshe—Guest Speaker
- Ann White - Guest Speaker
- 356 invitations have been mailed to local businesses
- Rotary Information Kits have been organised
- Advertising on radio 3MP is under way
- Letters to local papers
- Website now has online registration available www.melbsouthrotary.com.au

I now call on every member to research their contacts and provide their information to me and we will send them an invitation and follow them up.

Generosity on Australia Day

Ice-cream sales at Government House on Australia Day were very brisk and a couple of products were all gone by early afternoon. At change-of-shift, Trevor Harris asked volunteer Dr Mark Stephens to procure further stocks from Coles Super Market in Clarendon Street and he did so at a cost of around \$100. Within a couple of hours, these extra stocks were depleted with additional revenue of more than \$300. At the end of the day, Mark declined to be compensated explaining that he wished it to be a donation to the club. Bravo Mark.

**ROTARY CLUB
OF
MELBOURNE SOUTH INC**



Club Chartered
August 5 1952
54 Years of Rotary Service

Friday Meeting
12:30pm for 1:00pm
Club Tivoli
291 Dandenong Road
Windsor
Tel: 9529 5211

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2005-2006**

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The Four way Test
Of the things we think say or do:
1. Is it the truth?
2. Is it fair to all involved?
3. Will it build goodwill and better friendships?
4. Will it be beneficial to all concerned?

BIRTHDAYS

Bill Baker—9th February

ANNIVERSARIES

None this week

STATISTICS

Club meeting: 2nd February 2007

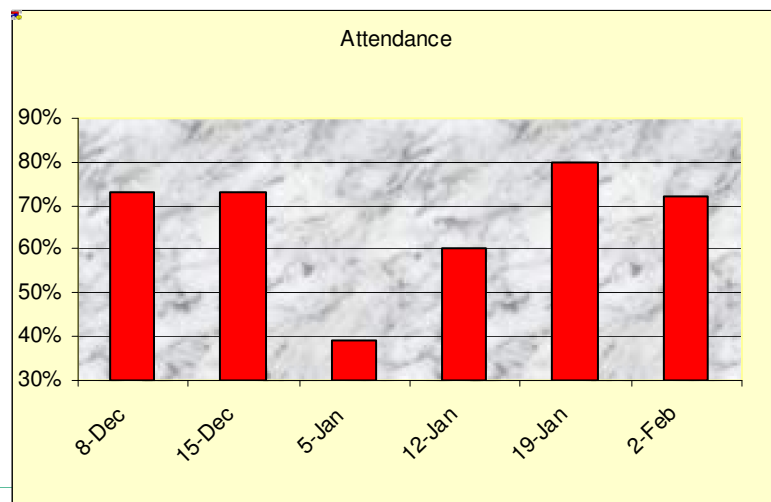
Guests of Members: Kathleen Dunbar (Robyn Buccheri), Neville Lee (Geoff Cook), Jim Whitehead (Bill Campbell), Wilma Rodstead (Greg Rodstead)

Make-Ups; Joe Bagnara, Keith Crowther, David Finney, Bob Iversen, Paul Lehmann, Graham Lockwood, Bill Lowcock, Loretta Pavlovic, Ray Quarry, Con Serent, John Smith-Weston, Jeff Sturrock, Graham Symon, Alex Tseberg, Ching Wong (Australia Day), Geoff Cook (Malvern)-

Red Hats: Barbara Comino, Paul Lehmann

Door Prize: Geoff Cook

At-



AND FINALLY

Two Government Economists

Two government economists were returning home from a field meeting. As with all government travelers, they were assigned the cheapest seats on the plane so they each were occupying the center seat on opposite sides of the aisle.

They continued their discussion of the knotty problem that had been the subject of their meeting through takeoff and meal service until finally one of the passengers in an aisle seat offered to trade places so they could talk and he could sleep.

After switching seats, one economist remarked to the other that it was the first time an economic discussion ever kept anyone awake.