



# Rotary on the Move

Zones 8 and 7B

Rotary Coordinator Newsletter

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## “Increase club membership 15% to 35% or I will give you \$100!”

By Des Lawson, Centennial Governor District 9630 – 2004/05

A few years back when I was promoting membership extension within my district, I used the '**CLUB IN A CLUB**' (**CIC**) membership plan with spectacular results with Clubs recording a minimum of 15% increase and in some cases up to 50% increase in numbers. Combining this plan with existing methods, I was able to increase my whole district membership by nearly 9% in the year that I served as Governor!



About the same time my business commitments afforded me a lot of international travel and I was able to use the same '**CLUB IN A CLUB**' membership program in clubs around the world (and all with similar results). I remember going to clubs during that time and taking along a \$100 note of my own money, then offering this to the club to use for The Foundation if they did not achieve a minimum of 15% increase in the club's membership! Over the years I would have paid out only one lot of \$100 after having done hundreds and hundreds of presentations, so confident was I in this plan and at that time it was a great confidence boost to the club for I was putting my money where my mouth was!

As often does happen in Rotary? While doing one project one see's other projects or programme that are in need of help and so I moved my focus to these? But I have recently reviewed the '**CLUB IN A CLUB**' program to see if it was still relevant and to check the results obtained over many years and I'd have to say that the current revisions placed on the website make this program even easier to operate. In checking the clubs I noticed that many have retained those members introduced to Rotary.

Often I would be called by a club to its initiate the **CIC** program for their club and when visiting them to do the presentation, one could not help but notice that the club itself had some internal problems which was having a limiting effect on their membership? Some clubs even viewed '**CLUB IN A CLUB**' as a fix for some personality problems that existed within their membership! While the plan would work equally well whether or not the club has internal problems? Nevertheless to retain those members brought in fresh to Rotary does need a healthy environment to maintain their attendance and interest in this wonderful organisation.

The **CIC** membership process is split into two simple concepts: the first is to make membership a total responsibility of the whole club (and not simply individuals as has been the case in the past), and the second part is to induct those new members as a group together.

In preparing this article I decided to refresh the website so it outlines the full process in simple, bite size steps. The web site is fully operational and contains everything needed for any club of any size to run this plan including the letters to prospective members, and even has a simple checklist to make sure the club has not overlooked any steps that make this process so successful. A website: [www.clubinaclub.org](http://www.clubinaclub.org) is available for any club or district to follow.

# “The Australian Rotaract Conference”

Canberra, 19 to 21 October 2012

Extracts, from D9710 [website](#) and from a Press release.

Just three months after Hosting the nation’s biggest annual gathering of Rotary members, the Younger arm of the world’s largest service organisation will also meet in Canberra.

The 2012 Australian Rotaract Conference is being hosted by the three Rotaract Clubs in the local Rotary D9710, which covers the ACT and the South Eastern Part of NSW, and is expected to attract up to 200 delegates. It follows on from the Australian Rotary Success Conference, held in Canberra at the end of July.

There are an estimated 10,000 members of Rotaract in Australia, and 200,000 globally.

Delegates will arrive in Canberra on October 19 for a welcome fundraiser, and will spend a whole weekend hearing from interesting guest speakers and participating in training sessions. There will also be lots of opportunities for fun and relaxation during the conference, with a big conference dinner being planned in Gold Creek, plus other team-building and social activities.



**Rotaractors in front of the Parliament House.**

The organising committee chair Meghan Barrell said “2012 is a great time to be hosting the ARC, Rotaract is currently undergoing a real revival in Australia as young adults look to get involved in community service activities both at home and overseas. The Conference aims to build on this by engaging members in conversations about the future of the organisation, let them network with each other, and give them ideas and inspiration.”



The Australian Rotaract Conference has been held three times in the modern era, beginning in Sydney in 2010. Each time the conference has grown bigger and better, with more attendees and more activities on offer. The national body [Rotaract Australia](#) supports local clubs in many projects, and coordinates the Australian Rotaract Conference.

District 9710 has 48 Rotary clubs and three Rotaract Clubs and covers a mix of rural and urban communities of the south eastern corner of New South Wales and the Australian Capital Territory.

Dates: October 20-21. The conference itself begins on Saturday, October 20, but there will be [special fundraising event](#) on the evening of Friday October 19.

Cost: \$160. There is also a \$35 cost for the [amazing Halloween function on Friday night](#) which is optional. For registration click [here](#).

For further information please contact Conference Chair Meghan Barrell on [chair@arccanberra.org](mailto:chair@arccanberra.org), you can also check out the ARC website: [www.arccanberra.org](http://www.arccanberra.org) or ARC Facebook page [www.facebook.com/arccanberra](http://www.facebook.com/arccanberra).

## “Rotarians and alumni”; Tips for staying connected:

Former Ambassadorial Scholars, Group Study Exchange team members, RYLA participants, Rotary Peace Fellows, and Interact club members are often interested in joining a Rotaract or Rotary club.

- Invite alumni to visit or speak at club meetings.
- Enlist their help with club service projects.
- Encourage alumni to help recruit future participants.
- Host an annual alumni event.
- Invite alumni to serve on selection committees for programs with which they are familiar.
- Add alumni to your club’s newsletter mailing list.
- Create a New Generations alumni committee.
- Include alumni as part of an orientation session for current year outbound participants.
- Invite alumni to annual club celebrations.
- Add an alumni section to newsletters and websites.

# “What was said on social media about Rotaractors and Rotary”

From Rotary News, and adapted by the editor

In late July, five questions were asked on social media about Rotaractors becoming Rotarians. The responses were then presented to the **Membership Development & Retention** and Rotaract & Interact committees.

Here are the questions that were discussed and some responses received:

## 1. How can former Rotaractors stay connected to Rotary if they are not yet ready to join a Rotary club?

- They can participate in service projects, mentor Rotaractors/Interactors, give insight to Rotarians on the New Gen committee.
- Help out with the exchange program, be a group leader at RYLA. Honestly, how can you not stay involved?!
- Invite them to Rotary/Rotaract events, projects, outings, just don't give up even if it takes months/years!
- Perhaps joining an online club is the best option. Or, continuing to attend fellowship activities
- Ex-Rotaractors can also function as mentors to the new leaders of the club.



## 2. What has your experience been with your sponsor Rotary club?

- My experiences have been great! They have always been very welcoming at meetings and include us in all their service projects.
- My sponsoring Club has been a wonderful group of Rotarians that has provided great help to the development of my club.
- My experience has been AMAZING! Hopefully, they would take me as a member, because I would take them!
- there are few members who want to join Rotary, but they want to be financially stable before that.
- Some alumni have thought about starting their own club, because they don't feel like they would fit in the current one.

## 3. Should Rotary clubs modify the cost of Rotary membership for former Rotaractors?

- I do not support the idea of modifying the cost. @rotary clubs should continue to maintain their standards.
- Yes, but also, it's not all about money. Club culture is also different, so it's harder to make the leap to rotary.
- No, former Rotaractors shouldn't be treated differently than any other new member. Rotary = commitment.
- No. It's part of becoming a Rotarian. everybody should accept that consequence.
- Many new Rotarians complain about regional magazine cost why should we pay if all news available online.

## 4. What skills would you bring to a Rotary club as a member that you developed through Rotaract?

- I'd probably be more technologically-savvy than the average.
- Innovation and Creative edge with new technology.
- My knowledge for all aspects of New Generation & social media. I also know how to communicate with people of all ages.
- I guess the passion to confront the issues that are pressing in our generation. New energy for a Rotary club.
- public speaking, meeting management, volunteer coordination, , budgeting, understanding New Gen Service.



## 5. What do you see as the similarities and differences between an experienced Rotaractor and a young Rotarian?

- We're all passionate and service-oriented people, Rotaractors just have more experience with the organisation.
- new Rotarian is still shy and is still club centered. Old Rotaractor can be officers right away!
- An experienced Rotaractor is an asset to a Rotary club. He / She already is familiar with the Rotary world.
- Rotaractors have the energy and spirit, they are just wonderful, but they are cash poor and planning/starting careers.

**Read all the responses** received to those questions.

In all, more than 300 people responded to questions about Rotaractors becoming Rotarians.

The results were presented on 1 August to the 2012-13 RI Membership Development & Retention and Rotaract & Interact committees at One Rotary Centre.

You can also **read the Twitter conversations** or visit **SlideShare** for the presentation.

Why not start a conversation with a **Rotaractor** about joining Rotary?

# “I decided to leave”

*Rotary Leader, September 2012, Vol. 3, Issue 2*  
By RIP Sakuji Tanaka



I became a Rotarian almost by accident. I had just moved from Tokyo to the city of Yashio, Japan, where I did not know many people.

I did not know anything about Rotary when I was invited to join Yashio's new Rotary club. But I respected the person who invited me, so I accepted.

In those days, the idea of service was very new in Japan. For the first two years, we did not do very much. I went to my meetings, listened to presentations, ate lunch and went home. I paid my dues and I gave to the Rotary Foundation. But that was all. After two years, I decided to leave. But the charter president talked to me and convinced me that I should stay. And I have always been grateful to him for preventing me from making what would have been a terrible mistake.

Every year, many new members join Rotary clubs. But just as many leave. Our job is to find the members who are thinking of leaving, before they make their decision. We must ask the questions: why did you come to Rotary? What are your goals, and how can you meet them? What do we need to be doing differently in order to keep the members that we have?

Bringing new members into Rotary is wonderful, and very important. But it is every bit as important to make sure that our new members find satisfaction in their service, that they achieve their Rotary goals, and that they remain Rotarians for many years.

# “New traditions bring in younger Rotarians”

*By S.A. Swanson, The Rotarian, August 2012*

At 29, Katie Ehlis has ample experience founding clubs. She started the Rotaract Club of Thunder Bay in Ontario, Canada, when she was 19.



After moving to Minnesota, USA, at 27, she organized the Rotary Club of South Metro Minneapolis Evenings, and became its president. Chartered in June 2010, it has already achieved a goal that eludes many clubs: attracting young members. Most people in the club are in their 20s, and all are under age 40.

Ehlis, now a member of the Rotary Club of Denver Southeast, Colo., wants to continue bringing new blood to Rotary.

Here is what Ehlis said in the article which appeared in *The Rotarian*;

Rotary needs younger members – in 2009, 11 percent of Rotarians were under 40. But I'm focused on recruiting for a new generation of Rotarians, and that isn't necessarily about a specific age target. There are people who want to Skype into meetings and conferences when they can't be there, and have other Rotary club members view that as acceptable.

Also, I'm seeing a lot of potential members who want to be more involved in decision making from the get-go, versus the hierarchical model that says, “You're a new member, so you won't be a part of the board or anything until you've been here a couple of years.”

After I moved to Minneapolis for work, I started visiting the local clubs. The people were fantastic, but the club structures weren't a good fit. I was getting started in my career, so showing up late to work once a week or taking two hours for lunch wasn't going to fly. And the dues were high for someone with a starting salary.

I wanted something affordable. I started a new club in Minneapolis. There aren't meals and beverages at meetings, so you don't feel pressure to pay every week to partake in that. It helped us set dues fairly low, at US\$265. Regular meetings are held in the evenings, but one meeting a month is a volunteer event, like helping at a local food shelf. Also, they meet at a hotel once a month to hear a speaker, and many people gather beforehand in the hotel bar, like a happy hour.

The club does have high turnover, but it's building passionate Rotarians. Even if people leave the club, once they get settled in the next city, they're most likely going to join a club or start their own.



# “Volunteers at Work! With Meccano?” Part 1

By PDG 2004-05, Bob Greeney

Rotary Club of Belconnen, D9710, [greeneyb@iimetro.com.au](mailto:greeneyb@iimetro.com.au)

In 2004, a request was received through the ACT School Volunteer Program (SVP-ACT) for mostly male volunteers who could mentor students who had difficulty relating with adults. We already had a few people helping with reading, math, crafts and cooking in some schools, but what was needed, it was suggested, was a way of getting these students to communicate with adults, and their peers.

As is often the case, the principals at this initial meeting looked for someone they knew who might help, and turned to two local Rotarians whom they knew, and whom they thought might have the time to devote to this new project.

The Meccano project had begun! It started with a small team of five mentors and with a sizeable cash donation from the local government to buy the necessary Meccano sets, the initial set was donated by the founder of the volunteer group. There are now eight groups of “Meccano Men” volunteering weekly in primary schools throughout the Australian Capital Territory.



The teams use 55 Meccano sets funded by local government and Rotary Clubs and in one school, by the Parent’s and Citizen’s association. Each set is contained in a plastic case with dividers for the parts, so the sets and models in progress can be stored securely between mentor sessions, for convenience.



The Meccano program is used to give selected students a chance to spend an hour with an adult while the student builds a model using the Meccano set, loaned to them for as long as it takes to complete their model, demonstrate the model and then take it apart putting all of the pieces back in their container ready for the next student.

Most of these students come from single parent families and difficult circumstances, they do not get a chance to talk with adults, and if they are spoken to by an adult, it is usually to be “ticked off” or told to go away and not bother the parent or supervisor.

During the hour with “their” volunteer mentor, each student gets to chat about anything and everything, they ask questions and learn to read a set of instructions and how to construct their chosen model. When completed, the student has the satisfaction of seeing a working model he or she has built; they have learned to communicate, particularly with an adult and also with peers. Each student learns patience and persistence, and gains dexterity (try putting a nut on a very small bolt with one hand), as well as achieving a sense of accomplishment.



The atmosphere in the room when teams are working is electric, students talking to students, students talking to adults, and adults talking to each other and to students. At times, the level of concentration is so high, one can hear a pin drop, at other times, it is so noisy it is hard to believe these students have, or had communications difficulties. Teachers and staff quite often tell us how much their students have benefitted from the Meccano program, and in one or two special cases the program has led to a student being moved up a class or undertaking additional special education for which they previously could not be considered due to their lack of communication skills.

Student participation in the Meccano program is managed by the Principal or Deputy Principal, or sometimes by a School Counselor, who selects the students for this program on the basis of the student’s needs. Each student, except in special cases determined by the school staff, gets to build one model and demonstrate it to a School assembly, before packing the set away for the next student. Typically, each student takes about a school term to complete their model. On completion the students is presented with a Certificate of Completion, for their school folder. In special cases a student might remain in the program for longer because of special needs or the benefit the student is seen to be gaining.

**To be continued in next month’s edition ...**

# “Rotary Membership by District and Zone 2011-12”

Figures supplied by PDG Rob Wylie

## Australian Region

District	30/6/11	30/6/11	30/6/12	30/6/12	30/6/11 to 30/6/12		
	clubs	members	clubs	members	clubs +/-	members+/-	% +/-
9455	49	1477	49	1438	0	-39	-2.6%
9465	52	1448	51	1407	-1	-41	-2.8%
9500	50	1361	48	1297	-2	-64	-4.7%
9520	53	1447	53	1418	0	-29	-2.0%
9550	49	1065	44	1067	-5	2	0.2%
9570	48	1241	48	1202	0	-39	-3.1%
9600	68	1743	66	1669	-2	-74	-4.2%
9630	47	1213	47	1200	0	-13	-1.1%
9640	55	1388	56	1341	1	-47	-3.4%
9650	56	1654	56	1577	0	-77	-4.7%
9670	49	1183	50	1247	1	64	5.4%
9680	66	1916	67	1889	1	-27	-1.4%
9690	34	980	33	949	-1	-31	-3.2%
9700	41	1157	40	1184	-1	27	2.3%
9710	48	1471	48	1444	0	-27	-1.8%
9750	51	1366	50	1314	-1	-52	-3.8%
9780	59	2055	59	2022	0	-33	-1.6%
9790	62	1787	61	1744	-1	-43	-2.4%
9800	69	2623	69	2558	0	-65	-2.5%
9810	49	1296	50	1287	1	-9	-0.7%
9820	47	1478	48	1506	1	28	1.9%
9830	47	1423	47	1419	0	-4	-0.3%
<b>Zone 8</b>	<b>1149</b>	<b>32772</b>	<b>1140</b>	<b>32179</b>	<b>-9</b>	<b>-593</b>	<b>-1.8%</b>

## New Zealand Region

District	30/6/11	30/6/11	30/6/12	30/6/12	30/6/11 to 30/6/12		
	clubs	members	clubs	members	clubs +/-	members+/-	% +/-
9910	41	1252	40	1170	-1	-82	-6.5%
9920	50	1700	49	1632	-1	-68	-4.0%
9930	56	1893	55	1881	-1	-12	-0.6%
9940	60	2087	59	2009	-1	-78	-3.7%
9970	33	1336	32	1292	-1	-44	-3.3%
9980	30	1316	31	1323	1	7	0.5%
<b>Zone 7B</b>	<b>270</b>	<b>9584</b>	<b>266</b>	<b>9307</b>	<b>-4</b>	<b>-277</b>	<b>-2.9%</b>

## R.I. World

<b>34301</b>	<b>1223413</b>	<b>34533</b>	<b>1227189</b>	<b>232</b>	<b>3776</b>	<b>0.3%</b>
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Rotary Membership by Country (Zones 7B & 8) 2011-12, will be published next month.

## “Reach One, Keep One”

" Each Rotarian: Reach One, Keep One," the membership slogan approved by the RI Board of Directors, is a reminder that every Rotarian is responsible for inviting new members and keeping clubs active and vibrant. It also stresses that retention is an essential component of a strong club and membership base.



To be an effective, relevant, and vibrant group within a community, a Rotary club needs to continually admit new members and retain current ones. A club's ability to serve the community is directly related to the strength and size of its membership base. A club that stays active encourages Rotarians to remain connected to the organisation.

## ABOUT: John Barnes ARC

John Barnes joined the Rotary Club of Clayton in District 9810 in 1979.

He was President in 1983-84 and again in 2002-03. He has held most positions at Club level including Secretary for 10 years and is a multiple Paul Harris Fellow and a member of the Centurion Club.

He has served on the District Vocational and International Committees and was Chair of the District International Committee in 2003-04 and 2004-05. John was an Assistant Governor in 2005-06 and 2006-07.



He was Governor of his District in 2008-09 and in 2010-11 began a 3 year appointment as an Assistant Rotary Coordinator. In 2011-12 he commenced a 3 year term as District Foundation chair. John has also been a part of the GETS Training Team in 2010 and again in 2011.

In 1999 John and his wife Gaye (an honorary member of the Rotary Club of Clayton and a Paul Harris Fellow) accompanied an Interplast team to Laos as Rotary observers as a result of an invitation from Interplast. He is now a Company member, Board member and Secretary of Interplast Australia & New Zealand. Over the past 10 years John has been active in promoting the program to Clubs and Districts throughout Australia and New Zealand. He is also a member of Interplast's Committee of Rotarians.

John was the principal of Lambie Real Estate Pty Ltd, a predominantly residential real estate agency in Clayton, from which he retired in April of 2008 after 40 years in the Real Estate Industry. He started his working life in Tasmania with the Commercial Bank of Australia where he met and married Gaye. They have two daughters, Amanda and Rachel.

Apart from his family and Rotary he finds some time for travelling, gardening, enjoying good food and wine, doing a little bike riding and supporting the Essendon Football Club.

## ABOUT: Peter Ochota RRFC

Peter has completed tertiary studies in Civil Engineering and Economics at the University of Adelaide, and Management at the University of South Australia. His working career included various professional, managerial and executive positions in the water industry, industrial affairs and asset management.

He has also undertaken consulting work, including one year in the United Kingdom where he was a Confederation of British Industries Scholar. He retired in 2004.



Peter joined the Rotary Club of Somerton Park in 1990 and was President in 1993-94. At District level (D9520) he has been District Governor's Representative, Chair of the District MedicAlert Committee, Assistant Governor, District Governor in 2007-08, District Rotary Foundation Committee Chair and District Trainer.

He is currently a Trustee of The Australian Rotary Foundation Trust, and Regional Rotary Foundation Coordinator (Part Zone 8) for the eleven Districts from 9455 to 9670, covering all of Western Australia, Northern Territory and Queensland, most of South Australia, parts of New South Wales and Victoria, and Timor Leste, Papua New Guinea, Solomon Islands and Nauru.

Peter and his wife Meredith have two married sons and three grandchildren.

Outside of family and Rotary commitments, they enjoy music, caravanning, overseas travel, various water sports (swimming, kayaking, sailing and skiing), hiking, cycling and relaxing at their holiday house at Goolwa which is on the River Murray about one hour drive south of Adelaide.

## "HATDAY, is moving!"

From [Hatday's website](#)



We're hosting our next Hat Day on Friday the 12th of October, when are you hosting yours during October? We are moving permanently to October which is also mental health month!

This year we are holding two Hat Days. Hat Day in May was a great success and we have high hopes for **Hat Day October 12**, which will be part of Mental Health Week! A big thank you to everyone who has supported Hat Day this May!

Hat Day is **Australian Rotary Health's** community action and awareness day. In recent years, we have received hundreds of grant applicants looking to research mental health issues, however a lack of funding has seen only 5% of these applicants receive funding.

By **taking part** in Hat Day 2012 and by **donating** to Hat Day for Mental Health Research, you are helping us fund the research that will find new treatments and potential cures for mental illnesses such as depression, anxiety and schizophrenia which affects four million Australians. Watch a **video** on Hatday.



## “Connecting - are we?”

From *Regional Public Image Resources*, Zone 7b and 8, September 13, 2012

We have the marketing methods on one hand and we have a powerful message to tell. We change lives, we save lives and we are doing so with sustainable projects that reach out into our community.



To improve our efforts in attracting new members to Rotary we need to connect. We need to connect people with people. We need to connect our story to individuals through effective marketing and effective public relations. To do this we need to re-examine what we are (or in cases what we are not) doing.

Let's examine Clubs that are growing. Those Clubs who are attracting new members and identify what it is that is allowing them to 'connect'.

Are we connecting? I suggest in most cases we are not doing as well as we can. We have a wonderful story but if we neglect our 'story-telling' we run the risk of self-extinction.

[Read](#) the full article posted by PDG Howard Tong.

## “Learning about Rotary just became a group activity”

*Rotary Leader*, September 2012, Vol. 3, Issue 2

Learn more at [learn.rotary.org](http://learn.rotary.org)

Click [here](#) to:

- Take courses
- Find resources
- Connect with an online community
- Talk with other Rotarians and course moderators
- Customize your user profile and track your progress



It's a fun way to learn about Rotary! Courses cover: Future Vision, global grant application process, strategic plan, areas of focus, and much more!

Sign in to Member Access. Haven't signed in yet? Click [here](#) to sign in.

**Past editions of the “Rotary on the Move” Newsletter can be accessed by clicking on the following links:**

[http://www.rotaryaustralia.org.au/membership\\_newsletters.php](http://www.rotaryaustralia.org.au/membership_newsletters.php)

or <http://www.rotm.rotarysouthpacific.org/>

### Rotary Coordinator Team 2012 - 2013

#### Zone 8 and 7B

**Zone 8;** Australia, Papua New Guinea, Solomon Islands, Timor Leste and Nauru.

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