

Volume 59 No. 06 8 Aug 2016 — Membership and New Club Development Month

Richard Elliot guest speaker

Guest Speaker 1 August 2016 Richard Eliott

The Rotary Club of Ku-ring-gai has been involved in providing various forms of aid to Fiji for many years. We have provided solar panels to remote schools, water to remote villages and shelterboxes in disaster. But as guest speaker Richard Eliott made clear, we don't really "know" Fiji at all.

Richard in his presentation showed another side of Fiji – that of the development of industry and the growth of modern manufacturing using as his theme: "Punjas – the choice of the Pacific."

Richard's story started with the nineteenth century and the bringing of indentured labour from India to work in the sugar cane fields of the Colonial Sugar Refining Company, the forerunner of CSR.

One family that came from India was the Punja family and in 1935 Kara Punja began a modest soap factory. He had five sons and over the years the modest soap factory grew to cover a wide variety of manufacturing and distribution.

In 1972 the Indian Wallace Company was invited by the Fijian government to establish a flour milling operation and the government granted Wallace "pioneer" status making it exempt from tax. As the price of flour was controlled by the Fijian government this provided Wallace with the opportunity for excessive profits so the government stepped in, bought out the Indian company and sold the business to the local Punja family whose business had, by that time, grown to include not just soap but rice milling, spice production, vegetable oil refining, corrugated board manufacturing and a variety of associated distribution activities.

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Guest speaker continued

Richard, employed by Henry Simon Engineering, had been involved in the establishment of the mill in the first place and was now asked by Hari Punja, one of the Punja sons, to assist in improving the mill. As a result the Punjas family became heavily involved in all aspects of mill operation and as the mill, "Flour Mills of Fiji" (FMF) prospered, the plant was upgraded.

Over time, as frequently happens in family businesses, the various family members began to draw apart and by mutual agreement the flour milling business, FMF, under Hari was (while retaining cross shareholdings) separated from the other businesses of Punja and Sons. Almost inevitably FMF began to expand in competition with Punja and Sons and in addition added a biscuit factory to value-add to the flour milling operations.

In 1998 Richard, now M.D of Henry Simons retired to set up his own consulting business and was approached by the M.D. of Punja and Sons to build a flour mill to compete with FMF. This not surprisingly led to increased friction in the Punjas family and the elimination of all cross-shareholdings and intense competition between the two sides.

Competition breeds growth, in this case aided by geography – FMF was based in Suva on the East of the island and the new mill on the West in Lautoka. The new mill, aided by new technology, helpful geography and later building silos to enable reduced costs by bulk grain shipment, immediately gained much local business including supply to the Nestle factory and many of the West side resorts. This spurred a response from FMF who opened a warehouse on the West of the island to reduce freight costs to their customers and began strongly competing with Punja and Sons because their mill was larger and they had advantageous larger bulk wheat shipping contracts.

And so it continues – new plants, new products, new warehouses, spurred by competition, culminating in world-class plants for flour, rice, spices, biscuits and ancillary products, ultimately leading to Punja and Sons achieving HAACP accreditation for many of their facilities and developing an export market throughout the Pacific islands.

Richard is not surprisingly proud of his role in the development of this thriving industrial heart and is hopeful that this will lead the general development of Fiji. He noted that the development benefits have not yet trickled down very far to the general population, but the key words are "not yet."

Fiji has gone through several tumultuous decades and these developments are less than fifteen years old so it's "early days."

And that, unfortunately, means that there are lots more for Rotary to do.



ShelterBox

The 4 Ku ring Shelterboxes were distributed in DPR Korea (North Korea)



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The Rotary Club of Ku-ring-gai Inc

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preciati rtificate



Guests last week

Richard Eliott

This week—Business meeting

This meeting is an opportunity to ask questions and make comments and suggestions

Club committees

Please view club committees on next page and advise editor of any changes

Linda Lam Rolfs

Linda will need a few helpers on the day for the following tasks:

- setting up the PC and projector (Bob Ivy will be away unfortunately)
- take the club banners out from the cave and set them up at the Library at 12:00 noon.
- bring the banners back to the cave after the talk
- setting up chairs and putting them away afterwards
- ticking off the names at registration

Calendar of events

Business Session	
TBC Jeanette Svela	Problem gambling
TBC Taylor Harrison	Keeping fit and healthy
Captain Cameron Hartman	Qantas Antarctic flights
Film Night	
	TBC Jeanette Svela TBC Taylor Harrison Captain Cameron Hartman

Bank Details

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President	Michael Midlam	
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Immediate Past President	Graham Timms	
President Elect	Malcolm Braid	
Secretary	Lindsay Forrest	
Treasurer	Chris Lewis	
Director	Greg Newling	
Director	Linda Lam Rolfs	
Service committee chairpersons and committees		
Administration (Club Service)	Gary Keating	
Administration (Club Service) Vocational Service	Gary Keating Lou Coenen	
Vocational Service	Lou Coenen	
Vocational Service Community Service	Lou Coenen Roger Desmarchelier	
Vocational Service Community Service International Service	Lou Coenen Roger Desmarchelier Georgina Manning	
Vocational Service Community Service International Service Youth Service	Lou Coenen Roger Desmarchelier Georgina Manning Linda Lam-Rohlfs	
Vocational Service Community Service International Service Youth Service Social events	Lou Coenen Roger Desmarchelier Georgina Manning Linda Lam-Rohlfs Joy Newling	

Club committees

Administration: Gary Keating, Geoff Hungerford, Rob Hall (Program), Bob Ivey (Web and social media), Graham Maslen, Tony McClelland (Koongga)

Bobbin Head Cycle Classic: Tony McClelland, John Aitken, Ross Egan, Bob Elsworth, Peter Kipps, Michael Midlam, Gary Keating

Club History: Malcolm Braid, Tom Jackson

Community: Roger Desmarchelier, Gary Dawson Rob Hall Geoff Hungerford (Gordon Markets) Gary Keating Ross Egan (Daffodil Day) Chris Hoch (Red Shield) Anil Fulwaria Nick Kenyon Ted Price Cathy Jackson

International: Georgina Manning, Roger Desmarchelier, Emyr Evans, Dilys Geddes, Rob Hall, Graham Maslen, Greg Newling, Anil Fulwaria

Membership: Tony McClelland,

Public Relations: Emyr Evans, Georgina Manning,

Rotary Foundation: Chris Hoch, Peter Tang, Lindsay Forrest, , Greg Newling Social Events: Joy Newling, Ross Egan, Georgina Manning,

Vocational: Lindsay Forrest, Lou Coenen, David Forsythe, Peter Kipps, M Tyler Youth: Linda Lam-Rohlfs, , Cathy Jackson, Gary Keating, Chris Lewis, Matt Mahjoub, Andrew Marselos, Joy Newling, Don Riddell