



# Members' Newsletter

## June 2018

TERANG & DISTRICT  
CO-OPERATIVE LIMITED

Established in 1908



*Giving back to the community since 1908...*



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# All for the MEMBERS

**MEMBERS' WEEK ISN'T JUST ABOUT THANKING EXISTING MEMBERS; IT'S ABOUT GIVING EVERYONE IN THE COMMUNITY A CHANCE TO JOIN AND SHARE THE BENEFITS.**

In addition to daily prizes and in-store promotions for existing members, people signing up during the week received a \$10 bonus Co-op voucher and were automatically added to a new members' draw.

Members' Week 2018 was held from 4th to 8th of June and proved to again be a popular event.

Each of our stores contributed a major prize to the prize pool. Details of the winners, drawn on Tuesday 12th June, are below.

In addition to the major prizes, there were in-store draws for minor prizes as well. Members also earned double points on all purchases during the week, with triple points on the Tuesday!

Members' Week 2018 also gave members and customers some tasty treats along the way, with a week-long barbecue at the CRT Rural Store sponsored by suppliers. The Supa IGA supermarket also ran a special sausage sizzle on the Friday, June 8th, and raised \$275 in funds

for Terang Resources Inc., a local charity that has been assisting those affected by the recent fires in the local area.

The annual Members' Week was introduced in 2013 for the Co-op to say thank you to members for their support and loyalty.

## BECOMING A MEMBER OF THE CO-OP IS EASY

Just ask in store for a membership form or sign up on our website:

**[www.terangcoop.com.au](http://www.terangcoop.com.au)**

Once you're a member, the points accrue every time you shop at one of the Co-op's stores. For each dollar spent you accrue one point valued at one cent on redemption. The points can be redeemed at any of the stores.

## THE Winners of our Major Prizes FOR 2018 ARE:



### WINNER OF 50,000 TERANG CO-OP MEMBERSHIP POINTS

Worth \$500, courtesy of 360 Dairy Solutions

**Cornelius O'Sullivan**



### WINNER OF A BOC SMOOTHARC MMA170 WELDER PROMO KIT

Courtesy of the CRT  
**Margaret Cole**



### WINNER OF A MAKITA LINE TRIMMER

Courtesy of the Camperdown HOME Timber and Hardware

**Greg Ryan**



### WINNER OF A GRASS TRIMMER AND HEDGE TRIMMER

Courtesy of the Supa IGA

**Annette Patterson**  
of Sedalia Pastoral Co.



### WINNER OF A WEBER BARBECUE

Courtesy of Terang HOME Timber and Hardware

**Peter & Marie Ewing**



### WINNER OF THE NEW MEMBER DRAW

Being a membership at the Terang Fitness centre

**Sarah Cumming**

**CONGRATULATIONS TO OUR MEMBERS' WEEK MAJOR PRIZE WINNERS!**



# CEO CORNER



**THE ST. PATRICK'S DAY FIRES WERE A TERRIBLE DISASTER FOR OUR REGION BUT AT THE SAME TIME THEY ALSO BROUGHT OUT THE BEST IN OUR COMMUNITY.**

The response by community groups, both locally and from across the state, and our volunteer firefighters and other emergency service personnel has been stunning. While many families lost houses and farming land, it could have been much worse if not for the efforts of these local heroes.

As farmers and property owners repair and rebuild, the community has continued to rally to help.

Since the fires, the Co-op has been helping people in cooperation with community agencies and also directly. The Co-op has made donations to both victims of the recent Terang fires and to community groups that have helped in the recovery process.

More importantly, the Co-op has helped facilitate the accumulation and distribution of support on a wider scale, responding to approaches for assistance from people and organisations who want to provide assistance. The Co-op has helped collect donations for the local charity, Terang Resources Inc., and has an arrangement with Blaze Aid to collect donations for them to fund their activities.

In addition, many generous Co-op members and customers have contributed funds and goods for fire victims. Suppliers have also provided goods for the Co-op to distribute. The Co-op has been involved in distributing aid of more than \$20,000 and is continuing to offer support where needed.

The Co-op had some issues of its own on St Patrick's Day, but much less severe than the fires. The supermarket's storage area had its roof lifted by the severe winds but thanks to staff and local tradesmen, it was quickly restored. Due to power outages associated with that weekend's events, the supermarket was unable to open until late on March 18th.

At the start of June, the Co-op again staged its annual Members' Week. The store activity indicated that our members voted with their feet to take advantage of the specials and offers available during the week, including the points bonuses.

The growth in membership was beyond expectations, with over 105 new members joining the Co-op. This is close to our recent annual membership growth, which has averaged 108 new members per year in recent years, but achieved in just one week! We welcome all the new members and hope they derive long term benefit from their Co-op membership.

## AGM June 27

**MEMBERS CAN HEAR HOW THE CO-OP HAS PERFORMED DURING 2017-18 AT THE ANNUAL GENERAL MEETING ON WEDNESDAY 27TH JUNE 2018. THE CO-OP'S FINANCIAL YEAR ENDS AT THE END OF FEBRUARY EACH YEAR.**

The AGM will be held at 11am in the board room, located above the supermarket, on the first floor at 30-38 High Street, Terang.

Members are invited to attend and are welcome to ask questions at the meeting. Light refreshments will be served after the meeting concludes.

## Socially SPEAKING



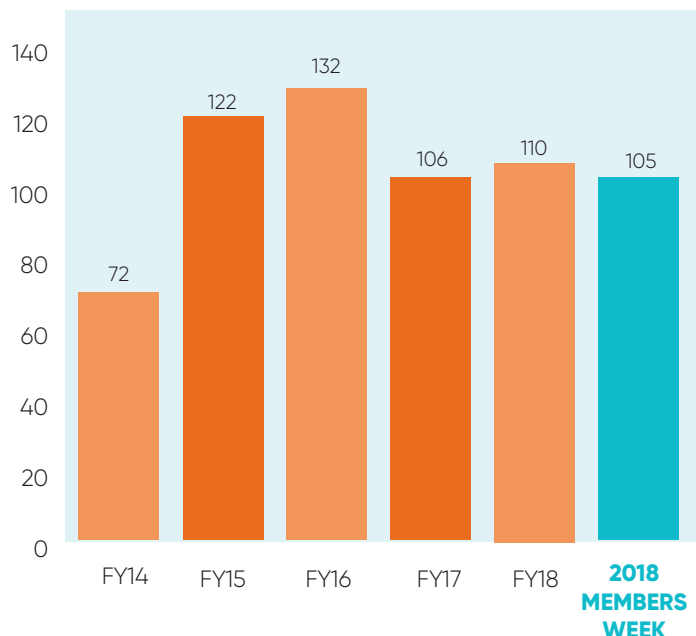
The CO-OP'S presence in the **SOCIAL MEDIA** world continues to grow, with more than



**1,250**  
people now liking  
our page on Facebook

where they can access the latest news and special offers. Be sure to like and follow us at:  
<https://www.facebook.com/terangcoop/>

## Annual increases in MEMBERSHIP NUMBERS



# Bigger Than THE U.S.A.

**A NATIVE OF ONTARIO IN CANADA, COURTNEY MORRISON, HAS BEEN APPOINTED AS THE CO-OP'S NEW MARKETING COORDINATOR AND TO ASSIST WITH HUMAN RESOURCE MANAGEMENT. COURTNEY IS IN AUSTRALIA ON A 12-MONTH HOLIDAY WORK VISA AFTER JOINING HER PARTNER, RYAN, WHO RECEIVED A JOB OFFER FROM AN EARTHWORKS COMPANY IN NEARBY MORTLAKE.**

Courtney arrived at the end of March and the two are enjoying fitting into the local community and seeing the sights of Australia. For Courtney, it's a new challenge in a new country.

In Canada, she had studied a five-year degree in psychology, including a minor in marriage and family studies. "I had planned to be a marriage counsellor but changed my mind and instead used my degree to do a certificate program in human resources which I finished in December 2016." At that time, a manager at the retail store where Courtney was working went on maternity leave and Courtney was asked to step into the position. "I wanted to be a HR manager so I took that opportunity to gain management experience," she said.

Courtney said the opportunity to undertake a working holiday in Australia was too good to pass up.

"We could have found jobs at home but we're thinking about settling down and thought this was a good opportunity while we're still young," she said.

Courtney and Ryan have already knocked off their main Australian bucket list item of seeing the Great Barrier Reef. "That was the top thing we wanted to do but we also want to go to Sydney and New Zealand and take weekend trips around Victoria." The only thing that hasn't lived up to

expectations is Victoria's weather. "I arrived right at the end of the warm weather and I wasn't fully aware of the weather in Victoria; I wasn't expecting this much rain."

Courtney is enjoying working at the Co-op and promoting its grocery, rural, hardware and dairy businesses through social media, advertising and email. "It's challenging because of the various stores the Co-op has," she said. "I have to decide where to put my focus to make sure we get a good return on the marketing while trying not to flood the pages with promotions from each store. I like doing artistic graphics and getting people's attention."

Back in Ontario, Canada, Courtney and Ryan lived in a country area near a small city. "It's a bit bigger than Terang but similar. Everyone knows each other, so it has the same small-town feel."



**Australia was too good to pass up**





## CRT

### ALWAYS LEARNING ON THE JOB

**GOING TO WORK ISN'T REALLY LIKE GOING TO WORK FOR LEIGH BARLING. WORK IS MORE LIKE A FUN WAY TO LEARN MORE ABOUT FARMING.**

Leigh, who has recently joined the CRT sales and customer relations team, has been setting up a beef farm at Pomborneit over the past two years, taking over the property from his late father. "I've been working to try to get it up to scratch so I could leave the farm and get full-time employment," he said.

And that's where the CRT store comes in handy. "It's not like a job; it's something I enjoy," Leigh said. "I get to talk to farmers every day and I learn from them every day."

He continues to run the 100-hectare farm and its 132 Angus beef cows. "Every morning and evening I check on the cows and my family members check on them during the day," he said. "It's a beef farm so it's not so bad."

Leigh grew up on a dairy farm in Simpson but more recently, had been working as a salesman running a crew of about 22 carpet layers in Adelaide.



**... Work isn't really like going to work**



# 360 Dairy SOLUTIONS

## GOOD AS NEW

**DAIRY FARMER TREVOR UEBERGANG MIGHT NOT HAVE A NEW DAIRY BUT HE'S GOT THE NEXT BEST THING.**

360 Dairy Solutions has recently completed a major upgrade of Trevor's dairy in Ayrford Road, installing new feeders, feed troughs, a feed silo and a hopper.

The project initially started with feeders but Trevor was so impressed with 360 Dairy Solutions' work that the upgrade went a bit further than expected. "They've virtually ripped out everything and started fresh," Trevor said.

It's been about 30 years since the dairy has had an upgrade and it was well overdue. "The old feeders were passed their use-by date and we needed an update," Trevor said. "These are terrific. With the old system, I had to pull a cable to lift all the chutes. With this, you just have to press a button and it's an automatic drop. Previously, it was all individual and some got more feed than others; with this, it's all weighted out and they all get the same amount."

Trevor's Jersey-Friesian cross cows have easily adjusted to the new system. "No worries at all," Trevor said.



The new feed silo and hopper for lead feed, complete with automatic cut offs, have streamlined the feeding process. "Without the hopper, I'd have to walk out to the silo with buckets and fill them up. This has made the dairy easier to use."

**"this has made the dairy easier to use"**

The 360 Dairy Solutions team also created new entry gates at the dairy as well. Feed system technician, Wayne Geddes, supervised the work and Trevor has nothing but praise for the outcomes. "I'd heard good things about Wayne's work and his workmanship turned out to be terrific. He also came up with new ideas as we went along."

Manager of 360 Dairy Solutions, Scott Phillips, said the upgrade had been a very worthwhile job. "More work kept being added to the job because Trevor was impressed with the quality of workmanship," Scott said. "It's very good to get a compliment like that."



## LAVA SIGNS

**VISITORS TO MT. LEURA IN CAMPERDOWN WILL SOON KNOW A LOT MORE ABOUT THE AREA'S VOLCANIC HISTORY.**

Proving they do more than just dairy and farm-related work, 360 Dairy Solutions has created the frames for seven new signs that will be placed around the lava trail at Mt. Leura. The designed metal work has been done for the Corangamite Shire.

Ken White has overseen the manufacturing process and says it's the first time 360 Dairy Solutions has ventured into this type of off-farm work, but it has been a resounding success.

The 360 team was responsible for making all the framework for the signs. The front sticker images were supplied by the shire. The new information signs will be embedded in the ground at various locations around the lava tourism trail.



**"... it has been a resounding success"**

# New Solutions FOR DEMODAIRY

“*I've grown up  
with the Co-op*”

**THE FORMER DEMODAIRY FARM NEAR TERANG IS ABOUT TO RETURN AS A FULLY-FUNCTIONAL FARM AND THE TEAM AT 360 DAIRY SOLUTIONS HAS BEEN INSTRUMENTAL IN ITS REVIVAL.**

New owner of the DemoDAIRY site, Terang farmer, Paul Moloney, purchased the former demonstration farm earlier this year through an expression of interest process. When Paul took over in February, the dairy hadn't been used for 18 months and had been deteriorating even before that. “The first thing I did was gut the dairy and basically just left the walls,” Paul said.

The next thing Paul did was to call in 360 Dairy Solutions to set the scene for the dairy to return to use in a more functional format than before. “It had been deteriorating before it was shut down but I thought there was potential,” Paul said. “I got the Co-op's 360 Dairy Solutions team in and said, ‘Let's do it.’”

360 Dairy Solutions has installed a new feed system; installed vermin-proof feed bins; reconstructed frames that hold the milking machines; added new breast and breech rails; and, re-structured the walkways. The dairy is now ready for the addition of the milking system and it will be back in action in July. “I've gone back to basics and made it functional,” Paul said.

Paul's decision to invest in the 161-hectare farm made good sense as it backs on to his existing farm at Ayrford Road. However, he wants the new property to stand alone and be self-sufficient. “I want this place to be inclusive

and to grow enough grass so we're not importing anything other than grain and maybe some northern hay over summer,” he said. “I want it to be self-sufficient.”

The new enterprise will start with a mixed herd of 250 cows. It will be run by a sharefarmer.

Paul said the work was now almost complete and he has been impressed by the quality of the 360 Dairy Solutions team.

“I'm very happy with the workmanship and the extra ideas that they brought to the table; things I hadn't thought of, like extra guards here and there. It's a very solid and strong set up and it's a lot more open.”

Manager of 360 Dairy Solutions, Scott Phillips, said the revamp of the former DemoDAIRY farm had been a successful project. “We did all the feed systems and all the steel works and alterations to the yards,” Scott said. “It's been a big job and a good project to work on and the result looks really good. Wayne Geddes lead the project and he had help from our team, including Will Brumley.”

The Co-op's 360 Dairy Solutions was an obvious first port of call for Paul when he needed help with this upgrade, as he is no stranger to the Co-op. “We've had four generations work with the Co. My grandfather P.G. worked there, my mother Evelyn worked there, I was there for about six months and William, my son, worked there part-time,” he said. “I've grown up with the Co-op.”



“*I'm very happy  
with the  
workmanship &  
extra ideas*”



# HOME TIMBER & HARDWARE

## Keeping warm inside

**AS THE DAYS AND NIGHTS GET COLDER AND WINTER SETS IN, IT MIGHT BE TIME TO RECONSIDER HOW YOU KEEP YOUR HOME WARM.**

The Camperdown and Terang HOME Timber and Hardware stores have a range of gas and wood heaters on display that will suit every local home environment.

Bruce Le Cerf, sales representative in the HOME stores, said "old favorites" were proving to be the most popular options, though more people are turning to gas in Terang. "In the wood heaters range, Hammersley and Kimberly are popular at the moment. Whilst in the gas log fires, Canterbury and Fitzroy are popular, either in-built or free-standing," Bruce said.

The assorted range of gas heaters are becoming very popular with natural gas now being available in Terang," Bruce added. "The natural gas has created quite a positive flow-on effect."



## ...and outside

**KEEPING WARM IN THE HOUSE IS ONE THING, BUT YOU ALSO NEED WARM CLOTHES WHEN YOU'RE OUT AND ABOUT.**

Caterpillar insulated jackets, windcheaters, hoodies and other brand items are now on display in our HOME Hardware stores. Previously the Caterpillar range was shared between the CRT rural store and HOME Hardware, but the items have now been concentrated into the HOME businesses.

Caterpillar work apparel is well-known for its high quality and tough, durable products.





# Giving back to the community

**THE SUPA IGA WANTED TO HOST SOMETHING SPECIAL FOR THEIR MEMBERS' WEEK EVENT. THE TEAM WERE DETERMINED TO DO SOMETHING TO LIFT THE SPIRITS OF THE TERANG COMMUNITY, AFTER THE ST. PATRICK'S DAY FIRES THAT RESULTED IN GREAT LOSS FOR THE RESIDENTS.**

Janine Grinter, the front-end manager at the Supa IGA, decided that a sausage sizzle was a good way to make the customers and residents of Terang smile and, at the same time, an opportunity to accept donations for the Terang Resources Fire Relief Fund. They also hosted a guest from SES, Bruce Moore, who set up a fire truck outside the supermarket to commend the firefighters' efforts during the fires.

The event took place on Friday 8th of June over lunchtime. The day was a success with the hard work of Janine, Darren Gee, and Karen Hay, raising \$275 for the Terang Resources Fire Relief Fund.



## Plastic Bags To Go

**THE TERANG CO-OP IS FOLLOWING A STATE-WIDE DIRECTIVE AND WILL BAN SINGLE-USE PLASTIC BAGS FROM 1ST JULY 2018.**

The ban, instigated by the State Government, will outlaw single-use, lightweight plastic shopping bags in Victoria. However, the Co-op will have plenty of options for shoppers to use with a variety of environmentally friendly shopping bags on offer.

A new display has been set up at the front of the IGA supermarket, showing some of the most popular bag options for purchase. For those who've used plastic bags as rubbish bin liners, the supermarket also has packets of bin liners available for sale.

Reducing the number of plastic bags we use is an important part of addressing the overall impacts of plastic pollution in Victoria. Plastics in the environment break up into smaller and smaller pieces over time, becoming increasingly difficult to manage. They can end up in our waterways, lakes and oceans, contributing to litter and posing a significant hazard to our marine life.

The Supa IGA supermarket manager, Paul Bailey, said the supermarket was simply following the State Government directive, but customers wouldn't be left in the lurch.

"We have several different re-usable options available in store so people can choose the best items to suit what they need," Paul said. "Because everyone has to do this, we expect customers will understand," Paul said.

Some regional supermarkets have already imposed their own plastic bag ban in the lead-up to the official ruling.

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