



A project of  
Eastern Region of RAWCS



**Nation Building** ECONOMIC  
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PLAN



# THE STORY OF THE ROTARY FURNITURE GOODWILL PROGRAM



## IN BRIEF:

- **CREATED HANSEN YUNCKEN PTY LTD**
  - The program was created by PP David Beslich, a director of Hansen Yuncken
- **NEGOTIATED BY HANSEN YUNCKEN PTY LTD**
  - There was substantial negotiations by David with the Department of Education and Training in setting up the responsibilities and the cost structure
- **IMPLEMENTED BY HANSEN YUNCKEN PTY LTD**
  - Hansen Yuncken ran a pilot to prove the viability of the program and then launched into in earnest.
  - Of all the containers shipped out of Australia Hansen Yuncken has shipped 97%
- **UNDER THE ROTARY AUSTRALIA WORLD COMMUNITY SERVICE (RAWCS) BANNER AND DONATIONS IN KIND (DIK) ROTARY PROGRAM**
  - The program is run under the RAWCS banner and is a DIK initiative. DIK has been around for many years as a Rotary program, but has not embarked on such an ambitious plan as this in the past.
- **DEVELOPED IN CONJUNCTION WITH DEPARTMENT OF EDUCATION AND TRAINING (DET)**
  - The DET had surplus school furniture which resulted from the BER program. After providing all schools with furniture the resultant redundant furniture would have been scrapped by re-cycling or worse - dumping in a landfill tip.
- **FUNDED BY DET**
  - DET agreed to fund the shipping costs, the container packing costs and the land transport of the containers. In most cases this is at least 80% of the total cost of delivery to schools in developing countries. A maximum sum was agreed before commencement of the program
- **COVERING TEN COUNTRIES**
  - Countries receiving the benefit of the furniture are: Vanuatu, Papua New Guinea, Timor L'este, Solomon Islands, Samoa, Chile, Sierra Leone, India, Fiji and Philippines
- **ROTARY CLUB INVOLVEMENT**
  - Eleven Australian Rotary clubs have taken up the opportunity to assist our neighbours and assist their projects



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NSW GOVERNMENT

- There is probably more Rotary clubs in the receiving countries who have taken up the challenge of delivering and managing the furniture
- DELIVERING TO 22 DESTINATION PORTS
  - In each country there are various ports and destinations that had benefitted from the program.
- OVER 17,000 STUDENT PLACES
  - There are over 17,000 places for students to sit at.
- OVER 700 CLASSROOMS HAVE BEEN SENT
  - This speaks for itself. So many opportunities for learning
- REPLACEMENT VALUE OVER \$7 MILLION
  - The cost of this furniture if purchased new would be in excess of \$7,000,000.
- COST OF SHIPPING – LESS THAT 5% OF REPLACEMENT VALUE
  - Whole classrooms of furniture have been shipped for on average \$500
- OVER HALF A MILLION STUDENT YEARS HAS BEEN PROVIDED
  - If each year a student occupies one seat and the furniture lasts for thirty years (there is no reason to believe that it wouldn't), half a million student years will have accrued.

## BENEFITS:

- CHANGE IN PARADIGM
  - The substantial change in paradigm is refreshing and opportune as this gives Rotary the opportunity to expand its operation 10 fold.
- VERY COST EFFECTIVE
  - Delivering furniture at 5% of value is very successful.
- ENVIRONMENTAL SUCCESS
  - The amount of waste of dumped materials is an Australian disgrace. It must be changed. This is one example of that change
- RE-USE RATHER THAN RE-CYCLE
  - Clearly re-use is far more beneficial than re-cycling. The Life cycle cost of an item is dramatically extended and minimizes wastage over many years.
- WORLD BENEFIT
  - Education in developing countries is so important. Education is the key to greater opportunity, self-determination and empowerment
- ROTARY IDEALS
  - The Goodwill component follows right on the line of the fourth objective of Rotary Peace, Goodwill AND Understanding
- GOODWILL IS OUTSTANDING!
- LEVERAGE ON OTHER OPPORTUNITIES
  - Watch this space there is about to be a new genesis of opportunity

Want to be involved? Contact: Graeme Boler - e: [gboler@hansenyuncken.com.au](mailto:gboler@hansenyuncken.com.au) m: 0410 228 543