

THE HISTORY OF BRING'N' BUY

Bring'N'Buys is the income stream of the Southern Districts Rotary Club (formally RC of THORNLIE) and has been operating successfully for thirty years

Its genesis commenced in early 1980 when then P.P. John Hosking, journeyed to Canberra to see his parents.

On his return, he was full of a scheme he had seen at a local Rotary Club, called TRASH ANB TREASURE.

He explained the concept to the club and was surprised to find the idea absolutely snatched from his grasp by members, who, unknown to him, had been talking amongst themselves about trying out some similar type of concert at Thornlie. The intention was to create an income stream for the Rotary Club

Within weeks of initial discussion, a steering Committee was formed and a business plan developed. The plan included approaches to the City of Gosnells, the (then) Department of Labour and Industry and the owners of favoured venue at the Thornlie shopping centre

The steering Committee consisted of a gallant band consisted of P.P. Ken, Phil Hall, P.P. John, "Rotary Ross, and that untiring worker for Rotary and Jack Collier.

Markets – like B'n'B, were in their infancy at this time. There were no specific legislation or guideline's to cover their operation.

It was a credit to the members of the club that they refused to accept the notion that it "was all too hard"

The project was made easier with the assistance of the Thornlie shopping Centre – the manager of which was a member of the Belmont Rotary Club.

One of the requirements for the market was that the "market area" had to be "roped off". This necessitated the Club purchasing the first Rotary trailer to house the various sets of bunting and bollards that would define the markets operating area

By May 1980 the name Bring 'N' Buy was registered and the Board of the Rotary club advised that the first market would be held in the Car park of the Thornlie Shopping centre on Sunday the 6th of July

The decision to start operation, bought with it the first of many ventures into BnB rostering that have stay with the club for the next 30 years

The Rotary club understood that to be successful it would be necessary to have a strong nucleus of both buyers and sellers. One without the other would be a recipe for failure

This steering Committee made up the initial rosters of 1980 which were two fold.

Roster A involved all club members and catered for the operations of running the market.

Roster B again involved club members and assigned selling days in an endeavour to ensure that there was sufficient activity to attract clientele to the markets

The Board set the initial charges for the market at 20 cents for buyers and \$3 for sellers.. Market hours were from 09.00hrs to 12.00 hours

The 6th of July came – a cold winter's morning. The day was an anticlimax with 21 stall holders (5 of which were Rotarians) and approximately the same number of buyers

However, the Club did not accept failure and continued with their rosters and by December of that year there were 100 stall holders and about 300 buyers.

It was seen that to succeed, the B n B would have to run every Sunday morning,

Each week, members, wet or shine, unwound hundreds of yards of hessian, put in dozens of iron stakes and fenced the place off and then sold tickets. They collected money from stall holders and made sure that the provisions of our permission to trade were not broken.

It was soon apparent that here was a job where either the whole Club took part in the project or it would have to stop.

Eventually a flow of common sense, perhaps a sense of duty swept over the Club, and the Board decided that such a workload was unfair and impossible for the core group. Team leaders were appointed , who, once a month, each had to carry out all the tasks involved.

The first team leaders were such stalwarts of Jack Collier; B Griffiths; Geoff Clayton and John Ness

They carried on over 1981 and in to 1982

More re rostering- however this was the start of involving the partners of Rotarians in the project

Eventually every Rotarian was conscripted with his wife and children, being brought into the scheme, by being told that they would have to sell no more raffle tickets or come to any more quiz nights and so on.

By degrees enthusiasm grew and so did the weekly returns, which about this time were averaging \$500 per week.

Within 12 months of commencement, everyone became proud of the project and it was by then starting to pay for itself, despite the very considerable outlay on new fencing, material and a trailer, to bring it to and from its weekly resting place

Up to that stage the Bring and Buy had basically run itself, but the Board then decided that it was such a complex business that it must have the official backing for the rest of its activities and the Directors must accept their share of the decision making and solving the many complexities of the club being a trader of such magnitude.

It was decided that a chairman (fund raising Director) must be appointed for the "Bring and Buy" from the board, and that in each case, the retiring president, in his first year after his office, would be that chairman .

Consequently Bill Wrathall became the first chairman in 1981-82. The scheme was short lived as In 1982-83 a variation had to be made as the outgoing president had become the DGE for the District and had enough to do without finding himself engaged in the complexities of "Bring and Buy["

Gus Griffith (then the Sergeant at Arms) became the first fund raising Director and was responsible coordinating all BnB undertakings

The Club has always to maintain faith with the local business people operating from the shopping centre so that its Sunday activities never came into competition with the items sold by owners of businesses at Thornlie Square, food was out; flower selling was forbidden and only genuine second hand material was allowed

The policing of the stalls and the immediate ejection of offending stall holders kept everyone honest. If by any chance the club rules were breached and Thornlie Square shop owners complained, the Club made sure that the people concerned did not appear again.

It was not long before most sellers got the idea and the amount of assorted "junk" which went through the Sunday process was astonishing.

The markets fame soon spread and soon it was necessary to move from the front of the Shopping centre to a larger area at the rear and it was publicly announced that thanks to this effort of all the club; the stall holders and the public by the end of 1982/83 some \$54,000 had been raised.

The proceeds being put into

- the huge river development scheme of 7 kilometres as shown in the southern river report

- the purchase of a motorised wheel chair for a Thornlie resident. who could not move anywhere without the help of a number of people.

For the club the market allowed

- more holiday camps for widows and one parent families than we might usually be able to provide;
- it has made the Club 3600% in foundation;
- provided Xmas hampers for every needy family in the district;
- \$4000 to bushfire relief;
- it provides for major or minor requirements for those needing help, from an electric blanket for a crippled girl to a major piece of apparatus for a Multiple Sclerosis victim

By now, in all 52 weeks in the year the “Bring and Buy” continued with each family in the club expected to do its stint, once every six weeks

It was done with enthusiasm - wet or dry, hot or cold

Between 1982 and 1984 BnB hummed along in a rhythm - other than the price for sellers rose from \$3.00 to \$4.00

The Rotary Club set into the rhythm of the markets and enjoyed the income stream which allowed a wider range of program than could have otherwise been undertaken

In April 1984 the club held a forum on the markets operation. This was felt necessary as

- The shopping centre were planning expansion and this could hinder the markets activities
- The BnB trailer was suffering stress and needed some serious repairs
- The temporary fencing was looking unprofessional

For the first time the club decided to use some of the BnB money on BnB and for the first time it was suggested that BnB tee shirts be provided for the teams that work each Sunday

In April 1986 a number of changes occurred under President Rod Sawyer

He oversaw a price increase for sellers to \$4.00 for cars and \$8.00 for a car and trailer

The market hours were revised to allow trading between 06.00 hrs and 11.00 hrs every Sunday

Eventually the shopping centre started its renovation and so the market had to relocate every couple of months. The relocation was an issue but the new location often meant a reduction in market area. This caused problem as in summer the selling area was usually full – 120 bays

The expansion of the shopping centre allowed the Club to build some permanent fencing that met both the requirements of the shopping centre and the markets.

This numbered the days of the official Club trailers life

1986 also saw the club decide to advertise where BnB income was being utilised

On the 23rd May 1987, the club received a letter from the Thornlie Shopping centre requesting that the club vacate the centre prior to Christmas as, in the centre's opinion, the markets had outgrown the area available

Fortunately the Clubs relationship with the Thornlie shopping Centre was excellent and a “stay of proceeding” was allowed to enable the Club to seek alternative accommodation

In August 1987 the Government announced that it was introducing legislation and regulation to cover the operation of markets such as BnB. The Government thought that this was necessary as the number of markets had grown and there had been a series of complaints from retail traders

As part of the drafting process, the Government appointed a committee to make recommendations for the legislation. The club was fortunate to have a member appointed to that Government committee – who understood Rotary and the market process

During this “stay in proceedings” the club – Bob Kucera. Ian Rewell and Graham Marshall looked for alternative venues that could accommodate the markets

Maddington Shopping Centre appeared amicable to allowing the markets in their secure parking area – negotiations resolved most issues other than the provision of Toilets.

Eventually the club agreed to construct public toilet facilities on site (\$21,000) and the first markets were held in Maddington on the 4th of December 1988

For practical reasons – EG it would be impossible to relocate the toilet block – discussions were held with the Maddington shopping centre and the toilet block officially handed over to the centre. This arrangement allowed the shopping centre to include the toilet block in their overall insurance policy and also ensured that the exterior of the block was maintained to the Centres standards

This was particularly important with the increasing propensity for graffiti vandalism.

In 1996 Electricity was run to the block which was of great assistance with the early starts

A major renovation program was under taken in the block in 2009.



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Part of the agreement with Maddington was that the markets would continue to trade on a restricted basis even when the shopping centre had Sunday trading – this agreement still prevails today

The big advantage in the transfer to Maddington is that the number of bays available doubled to 300



With the move to Maddington, the Thornlie Shopping centre donated \$5000 to the club as a donation and to recoup the cost of the fencing the club had supplied at the Thornlie site.

1988 also saw the Government move on introducing legislation to cover the operation of markets

The Government thought that the legislation was required, as there were limited restrictions on market operation, they had the potential to deprive businesses of income, and they had none of the overhead applicable to normal business's

The legislation eventually passed in 1991 but had little effect on BnB's operation

In 1992 the Club raised the fees applicable to BnB to \$1.00 for buyers and \$5.50 for sellers.



One of the short coming in the BNB organisation was the provision of food for the customers.

This was rectified by a liaison with the then Rotary Club of Maddington who undertook to Purchase a food Caravan to supply services every Sunday Morning.

The “Van” became Maddington’s primary source of income and again rostering involved every member of that club

In addition to the Van and the work of the members of the Maddington Rotary club, other community groups have also used the BnB markets as fund raising ventures.

This was done by a variety of methods- basic tin shaking collections, raffles , Stalls or simply by assisting the Rotarians “ on the gate” and taking a share of the income

The markets have always been community based and have only succeeded through Community support – a number of our regular customers express their attitude to the markets like “going to church” it’s their regular Sunday morning activity



The food van continued its role at BnB until 2012 when the service was let out to a private contractor

The relationship with the Madding Shopping centre has remained strong and this was acknowledged in 2006 where the RC of Southern Districts took out full page advertisements in the local paper, publicising the assistance Madding Management had provided and advising the community that the cooperation of Maddington in assisting with the BNB markets had raise in excess of \$1,000,000 for the Community

The manager of the shopping centre was acknowledged at a club meeting with a special plaque signifying the milestone



Centro Manager Angela Babb and RCSD President Chris Ralph

Thanks Centro



The Rotary Club of Thurlia WA (Inc)
recognises the Staff and Management at

Centro Maddington Shopping Centre

And applauds their support
over a 10 year period enabling this Club to achieve the
One Million Dollar Milestone
in community fund raising.

ORRYDOL RAUPE
PRESIDENT MAY 2006

**ROTARY BRING 'N' BUY
SUNDAY MARKET**

At Centro Maddington Shopping Centre carpark,
for the buy, sell or swap of secondhand goods,
plants and bric-a-brac.
The markets operate every Sunday of the year
between 6am – 11am. All funds raised directly
benefit community and charitable projects.

Seller bays: 2 bays - \$ 9.00
3 bays - \$14.00
4 bays - \$20.00

SELLERS DISCOUNT COUPON

VALUE TO \$ 9.00
Valid until 04-06-06
The Expiry date of this coupon will be recognised

Fees were subsequently raised again in 2010 to \$1.50 for buyers and \$10 for sellers – the current rates

Since the instigation of BnB the Rotary Club has raised \$3,000,000 for the Community and Rotary projects – not bad for helping people get rid of a pile of junk

Over the years BnB has proved to be good for the RC of SD and for the Community. BnB's strengths became the strengths of the Rotary Club and was undoubtedly one of the factors that assisted the club in the era of declining volunteers for service clubs

BnB faced a number of difficulties during its lifetime, stemming from legislative changes to market licences and shopping hours but was fortunate to have had direction for some forward thinker in the club who anticipated change and placed the market in positions to optimise advantage

Two other benefits flowing from the markets activities were the closer interaction between partners of Rotarians and the “employment” of Rotarian’s children and grandchildren

The interaction came through the rostering of the teams at BnB where partners served alongside Rotarians. This provided great opportunities for the partners to mix and became a basis for many long term friendships

The markets, as with any activity that involves large numbers of people, require constant cleaning and rubbish collection. Employed staff are not readily available so for some 30 years, the children and grandchildren of Rotarians have done wonderful work assisting the markets in their operation and cementing the relationship with the various shopping centres

BnB is now integrated into the Rotary Club and its Community activities and for many its” like going to Church” on a Sunday

Hopefully it will continue to fill its role for another 30 years