

Sebastiano Galipo



From Capo D'orlando to Adelaide

Edited by G.Geracitano



Italian Historical Society of SA Inc.
2019

ITALIAN HISTORICAL SOCIETY OF SOUTH AUSTRALIA INC.

ORAL HISTORY PROJECT

A SUITCASE FULL OF DREAMS, A TRUNK FULL OF MEMORIES: STORIES OF ITALIAN IMMIGRANTS IN SOUTH AUSTRALIA.

CATEGORY:
BUSINESS

ITALIAN HISTORICAL SOCIETY, SA inc

INTERVIEW WITH

SEBASTIANO GALIPO
MANAGING-DIRECTOR
GALIPO FOOD COMPANY

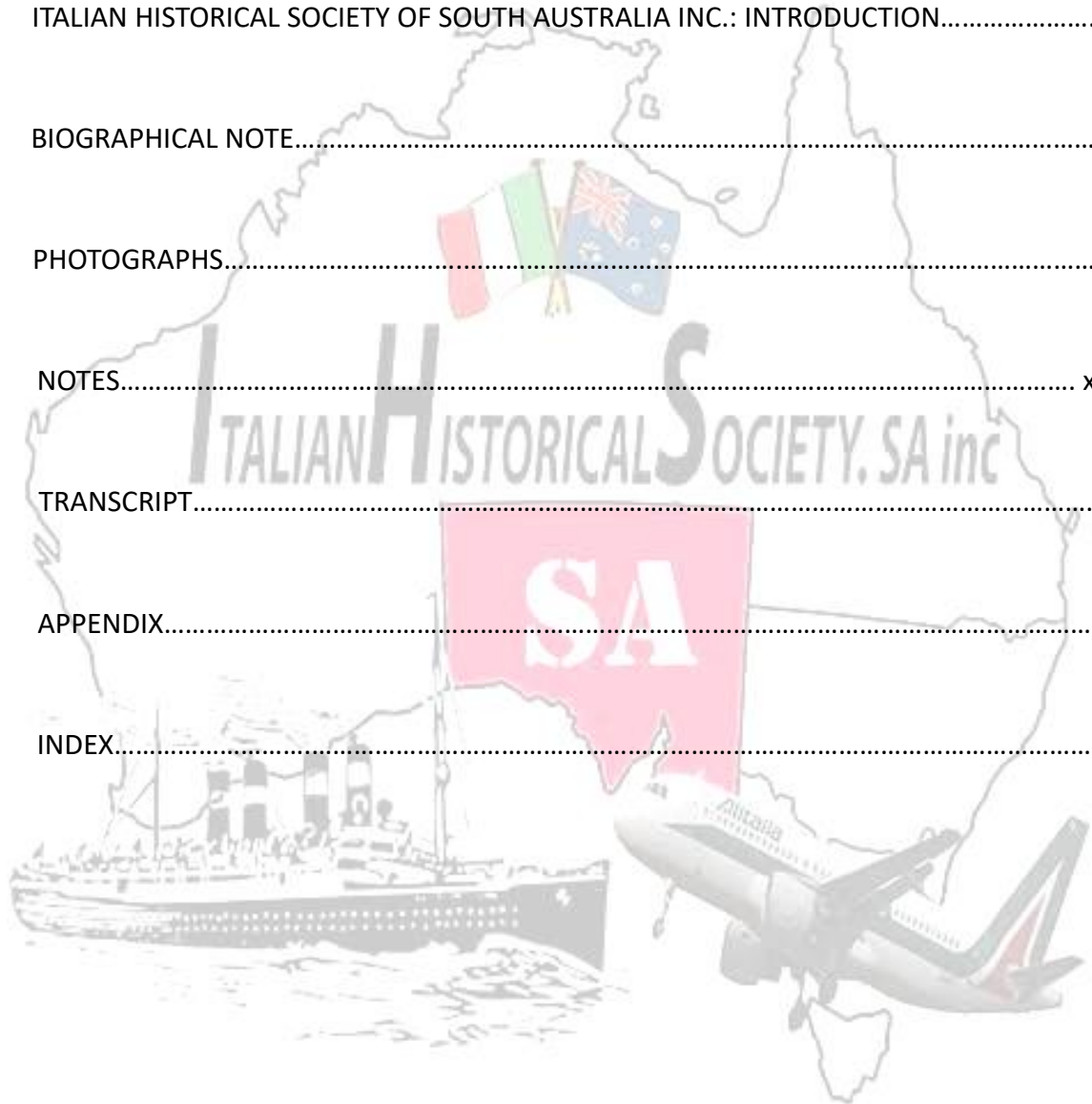
CONDUCTED BY

GIUSEPPE (JOE) GERACITANO

25 FEBRUARY 2019 ©

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ITALIAN HISTORICAL SOCIETY OF SOUTH AUSTRALIA INC.

INTRODUCTION

Italians have lived and worked outside of Italy since ancient times, but it was after unification in 1861 that they started leaving their country in large numbers, trying mainly to escape a life of poverty. From 1876 to the end of the 1980s almost twenty-seven million Italians had left Italy in search of a better life.

By far the largest recipients of Italian immigrants were the Americas, with the largest number in Argentina, followed by Brazil, Venezuela, the United States of America, and Canada. European countries have also featured as major destinations for Italian immigrants with Germany and Switzerland most favored. As of January 2021, 880 thousand Italians lived in Argentina, two European countries, Germany, and Switzerland, followed the ranking, whilst Brazil had the fourth largest Italian emigrated population. In the nineteenth and early twentieth centuries the Americas and other European countries were the preferred destinations. Between 1878 and 1940, 20 million Italians emigrated to European countries, and the Americas. Traditionally, in this period, Northern Italians were more likely to emigrate within Europe, and Southern Italians were more likely to cross the seas. Following World War II until 1970, a further seven million Italians left Italy. The most common destinations of this period were Venezuela, Australia, Canada, Argentina, and other European countries, and almost 90% of Italians who migrated outside Europe left from the South of Italy.

Although Italians have been present in Australia since the beginning of colonization, they have not featured as a major force until after the end of World War II when factors both in Italy and Australia combined to turn the trickle of Italian immigrants into a flood. By 1933 the number of Italians in Australia had reached 26,756 out of a total population of 6,630,600. The corresponding figures for South Australia were 1,489 Italians out of a total population of 580,087. By 1971, the end of mass migration of Italians to Australia, the Italian population in Australia had risen to 289,476 out of a total population of 12.7 million, and the corresponding figures for South Australia were 32,428 Italians out of a total population of 1.1 million.

This influx of Italian immigrants had a profound impact on Australian way of life and together with immigrants of other countries have irrevocably changed Australia from a monocultural Anglo-Celtic country into a vibrant multicultural society.

Despite the deep impact of migrants, and particularly Italian migrants, in Australia, there is a paucity of records and readily available information on the activities and contributions of the migrant population. History books skim over the exploits of non-Anglo-Celtic settlers in the development of Australia. Very few stories of non-English speaking migrants are stored in either the National or State archives.

It is to redress this imbalance that the Italian Historical Society of South Australia Inc. was founded. The Society focuses on the South Australian experience. Utilizing Oral History

methodology and collecting relevant documents and photographs, the Society aims to collect, preserve, and promote the history of Italian immigration to South Australia; to establish a repository for the stories, letters, documents, photographs, and any other item associated with Italian immigration to South Australia; and to record and celebrate the contribution of Italian immigrants to the growth of South Australia.

The primary objective is the collection of Oral Histories of first-hand accounts of the migration experience. These stories and relevant documents will be deposited in the State Library of South Australia and become part of the J. D. Somerville Oral History Collection which strives to represent a spoken account of South Australia and South Australian experiences. Each oral story will be transcribed and deposited in the State Library of South Australia.

The Society has embarked on a project to record and leave for posterity the experience of Italian immigrants in South Australia. The name of the project is: "A Trunk Full of Dreams and a Suitcase Full of Memories: Stories of Italian Immigrants in South Australia." The stories are grouped under categories such as: Life Achievement, Business, Sport, Community Organizations, *A Tavola: The Influence of Italian Immigration on Australian Food Culture*, Trades, and so on.

The motivation for the collection of these stories is threefold:

1. To inform Australian descendants of the first-generation immigrants so that they understand their heritage.
2. To inform those left in Italy so that they understand what became of their relatives and friends who made the courageous decision to leave the country of their birth.
3. To contribute to the history of Australian immigration, in particular, to consider the form and significance of this process through a foreign community's adaptation to a society with new demands regarding culture, rhythm of work, culinary practices, forms of worships and civic life.

This is the story of one immigrant, *Sebastiano Galipo*, founder of the Galipo Food Company in South Australia.

Giuseppe (Joe) Geracitano
President

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SEBASTIAN GALIPO

BIOGRAPHICAL NOTE

Sebastiano Galipo was born on the 28th of April 1952 in *Naso, Provincia di Messina, Sicily, Italy*. Father, *Santo Biaggio Galipo*, born 1915 in *Capo D'orlando, Provincia di Messina, Sicily, Italy*. Mother, *Rosalia Costanzo*, born in *Naso, Provincia di Messina, Sicily, Italy*.

Paternal grandparents *Biaggio* and *Giuseppina Galipo*. Maternal grandparents *Sebastiano* and *Giuseppina Costanzo*.

Sebastiano has a brother named *Biaggio*, known as Bill in Australia due to the difficulty of pronouncing *Biaggio*, born 5th April 1950 in *Naso, Provincia di Messina, Sicily, Italy* and sister, *Giuseppina*, known as Josie, born 5th July 1960 in *Texas, Queensland, Australia*.

Sebastiano has three daughters, Deanna born 15th August 1982, Lisa born 8th June 1983, and Cassandra born 17th October 1986.

Father, *Santo Biaggio Galipo*, emigrated to Australia in 1952, landed in Brisbane, Queensland and went to work cutting sugar cane in North Queensland, later transferring to Roseneath Station near Tenterfield in Northern New South Wales becoming a share farmer growing tobacco. Mother, *Rosalia*, brother, *Biaggio* (Bill), and *Sebastiano*, joined the father in 1956 at Roseneath Station where the family remained for 8 years.

At Roseneath Station *Sebastiano* interacted with other children of Italian background and with the Manager's English-speaking children. At home the language spoken was Sicilian dialect. Schooling at Roseneath Station consisted of a one classroom for all levels.

In 1964 the Galipos transferred to Adelaide, South Australia, to join other family members and settled in Firlan an eastern suburb where most of the residents were English-speaking. *Sebastiano* attended St Morris Primary School where he experienced a real cultural shock, not only from those of Anglo-Celtic background but also from other non-Sicilian Italians. He moved from a one room country school of 15-20 students to a suburban school of 500-600 students who were mainly English speakers. He faced ridicule, name calling and discrimination from other students. It made him feel isolated, inadequate, and inferior. Due to low grades *Sebastiano* went to Norwood Technical High School (now renamed Marryatville High School) where a new stream had to be created to accommodate those boys whose grades were so low that they classified as NO (no hoppers). The ridicule received in the school yard and the desire to better himself spurred him to study and seek assistance from teachers and the headmaster. The result was that *Sebastiano's* grades improved, was dux of the class, and was promoted to the A stream. Mrs Green saw the potential in *Sebastiano* and introduces him to Fr. Zerafa who was instrumental in securing a scholarship to attend St. Ignatius College. There he did his final two years of secondary school receiving extra help with his studies and after a second attempt was able to matriculate with grades high enough to be accepted into the Law School at The University of Adelaide. After two years in Law School *Sebastiano* became disillusioned with what it meant being a lawyer and dropped out of university. Dropping out of Law School broke his parents' heart, it was very

prestigious for an Italian family to have a child who was a professional such as a doctor, engineer, or lawyer.

Having left Law School *Sebastiano* went back to do what he knew best, selling. As a child his father would often tell him to sell surplus vegetables to green groceries and through this he had developed skills in negotiating prices. After leaving Law School an opportunity to buy an orange juice round presented itself so he bought it. He doubled the sales of orange juice by developing new markets and within 18 months he sold the round and doubled his money. He tried his hand at Amway but found he wasn't good at that business. His next business venture was Hobby Horse, a papier-mâché modelling compound for toddlers and kindergarten children. The venture did not prove successful, and it costed all his investment and had to sell personal items to pay his rent. The failure of this venture taught him to be wary of people who claimed that a venture would make him more money and that making a lot of money was not the goal. Other jobs *Sebastiano* tried before founding Galipo Food Company included a rubbish collector, duty manager for a pizza chain, sales representative, hotel manager, and owning two inner city snack bars.

Whilst selling orange juice *Sebastiano* became aware of a yiros meat company and approached them to start selling their product. Initially starting on a salary, he soon suggested to the company that he would buy the product and resell it. Soon he realized that extras such as cheese or sauce were the key to a new distribution model as a one-stop-shop supplier. From this small beginning the Galipo Food Company was born in 1983. At that stage customers had multiple suppliers; Galipo Food Company was the first distributor to start a one-stop-shop. Starting with a few domestic fridges and freezers in his home garage and using a one-ton truck with a large esky (portable cooler) for delivery, the company grew to an annual turnover of \$100 million and has won the National Distributor of the year awarded by the Foodservice Supplier Association of Australia on four occasions in the six years 2014-2019 period, and has been voted number one distributor in South Australia for six consecutive years (2014-2019).

Sebastiano was raised in an Italian orientated life-style surround by family and the Italian community. Whilst selling orange juice, he met and fell in love with Chris, a girl of Dutch background. Even though Chris was eventually accepted by the family, he felt ostracized by a sense of not fitting in which led to non-participation in community functions. The language barrier proved to be a stumbling block for Chris. The lack of common cultural values and the amount of time that *Sebastiano* devoted to developing his business gradually led to a breakdown in the marriage.

Sebastiano as a child learnt to speak Sicilian dialect. On transferring to Adelaide, the family interacted with a wider Italian community and the inability to speak standard Italian prevented him from interacting with non-Sicilian Italians. It made him feel isolated and drove him to self-learn standard Italian.

Sebastiano often speaks about Cooperative and Social Responsibility. When he founded the Galipo Food Company his expectations were modest, he never envisaged the growth and the accolades that the Company has received. The central ingredient of Corporate and Social Responsibility is caring for each other and the absence of self-interest. In practical terms this philosophy is translated into doing the right thing in terms of staff, looking after their welfare, suppliers, and customers, and in terms of the community, supporting organizations that assist the community. Galipo Food Company has been a major supporter of many community organizations such as the Anti-cancer Foundation, Ronald McDonald House, Make a Wish Foundation, Nonna Cucina, Co-Ordinating Italian Committee, Cuddle Creek Country Fire Service, the Italian Benevolent Foundation, the Sicilia Social and Sports Club Inc., the Greek Glendi Festival, the Italian Historical Society of South Australia Inc., and many others. In total the Galipo Food Company in 2018 supported 55 different charity and community organizations.

In summary *Sebastiano's* journey through life is testimony to what can be achieved by determination and hard work to escape from poverty and ridicule suffered during his childhood. It is a story shared by many immigrants and although many have not been able to achieve the same economic success as Galipo Food Company they nevertheless achieved their goal of a better life by immigrating and in many cases their children have been able to escape the poverty and deprivation suffered by the parents. It is an awe-inspiring story.

Giuseppe (Joe) Geracitano
President

©

The Early Years

Maternal Grandparents Italy



Nonna Concettina & Nonno Sebastiano Costanzo & family



Paternal Grandparents Italy



Sebastian, Nonna Giuseppina, Santo,
Rosalia Josie & Bill Galipo



Bill, Mum (Rosalia) & Sebastian Galipo

Leaving Italy For Australia



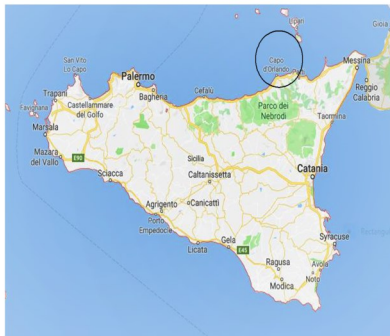
Vigil for Nonno Biaggio Galipo

Mother Rosalia Galipo



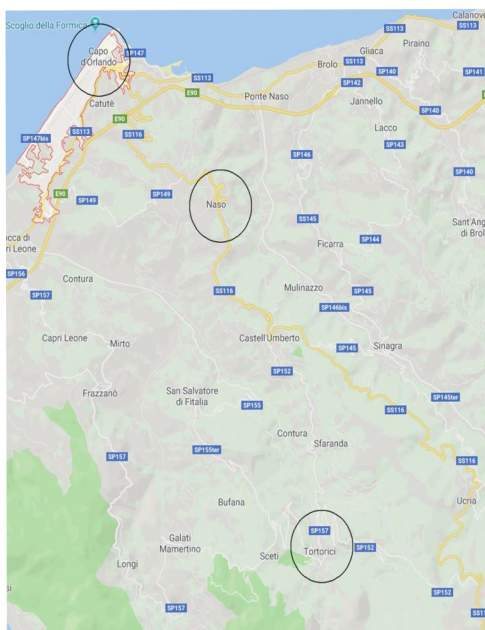
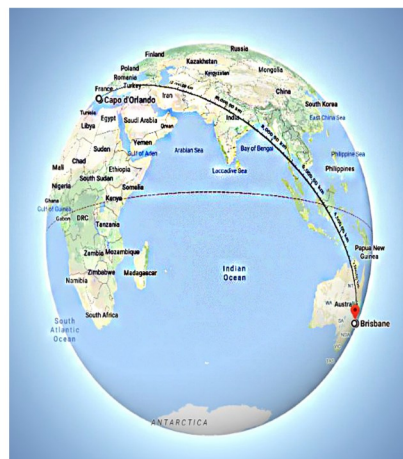
Father Santo Galipo

Sicily



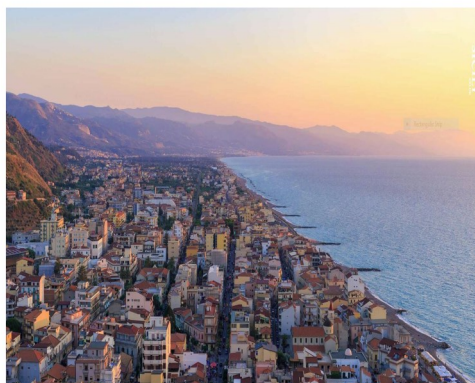
Sicily

*Sicily
to
Brisbane Australia*



*Capo D'Orlando
to
Naso
to
Tortorici*

Sicily



Capo D'Orlando



Naso

Tortorici

Travel Information

Santo Galipo Boarding Pass, Documents & Roma Ship

NAPOLI **FLOTTA LAURO** **GENOVA**
 VIA DEPREIS, 102 PIAZZA MONTECATI, 5
 TEL. 2446 - 2447 - 2448 TEL. 2721 - 2722 - 2723
 TELEGR. LAUROFASIS TELEGR. LAUROFASIS

BIGLIETTO DI PASSAGGIO 99 **SEA** N° 0983 **VIAGGIO** N. 72720
 DA **Messina** **CLASSE** **Cabin**
 A **BRISBANE** **PREVISTA IN PARTENZA IL** 24.2.1952 **Dormitorio**
 S **"ROMA"** **PREVISTA IN PARTENZA IL** 24.2.1952

CONDIZIONE E NOME DEL PASSEGGERO **ETA'** **PASSAGGI** **POSI** **DETERMINAZIONE**
 Passenger Name and Surname Age Fare Berth Accommodation
Sig. GALIPO, Santo **ad.** **1** **1** **2/71 A.**

PASSAGGIO **TARIFA** **LIRE** **ALTRE TASSI** **ANNOZZIONI**
 Fare Ticket Other charges Extras
URO **Ministeriale** **222.000** **10.000** **0.000**
Suppl. nave superiore **15.000** **0.000**
IMPORTO TOTALE **238.500**

EMERGO DA **EMERGO DA** **EMERGO DA**
 Issued by Issued by Issued by
VALORI **VALORI** **VALORI**
 Value Value Value
DATA **DATA** **DATA**
 Date Date Date
ANNOZZIONI **ANNOZZIONI** **ANNOZZIONI**
 Extras Extras Extras

Nome **Galipo**
Nome **Santo**
Padre **Luigi**
Madre **Anna**
data di **13 novembre 1915**
luogo di **Capo d'Orlando**
Stato civile **celibato**
Nazionalità **italiana**
Professione **italiano**
Residenza **Capo d'Orlando**
Via **Ungheria** **porta n. 116**
CONNOTI E CONTRASSEGNI SALIENTI
Statura **m. 1.65**
colorazione **negli**
occhi **verdi**
capelli **bruni**
colorito **bruno**
significati **11**

FIRMA DEL TITOLARE **Santo Galipo**
data **8 maggio 1952**
IL SINDACO
IMPRONTA DEL DITO
INDICE SINISTRO

Address **Santo**
Nationality **Italian**
Place of Birth **Capo d'Orlando**
Date of Birth **13.11.1915**
Single or Married **Single**
Occupation **Laborem**
Arrived in Australia on **28 MAR 1952**
Port of **BRISBANE** **per** **ROMA**
Signature of Holder
Certificate issued at **1 MAR 1952**
Issued by **Per CONFORMITA' REGOLAZIONE**

Personal Description:
Height **5** **ft** **5** **ins.**
Build **Medium**
Eyes **Brown** **Hair** **Brown**
Remarks

PH



Sebastiano Galipo Boarding Pass & Sydney Ship

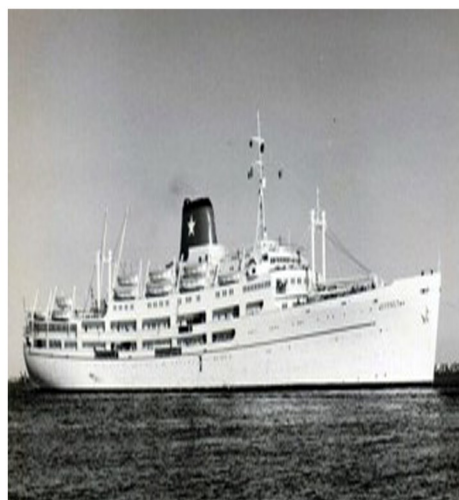
NAPOLI **FLOTTA LAURO** **GENOVA**
 VIA MARITTIMA, 102 PIAZZA MONTECATI, 5
 TEL. 2446 - 2447 - 2448 TEL. 2721 - 2722 - 2723
 TELEGR. LAUROFASIS TELEGR. LAUROFASIS

BIGLIETTO DI PASSAGGIO 99 **SEA** N° 22811 **VIAGGIO** N. 72720
 DA **Messina** **CLASSE** **Cabin**
 A **BRISBANE** **PREVISTA IN PARTENZA IL** 23/12/52 **Dormitorio**
 S **"ROMA"** **PREVISTA IN PARTENZA IL** 23/12/52

CONDIZIONE E NOME DEL PASSEGGERO **ETA'** **PASSAGGI** **POSI** **DETERMINAZIONE**
 Passenger Name and Surname Age Fare Berth Accommodation
Sig. GALIPO, Sebastiano **ad.** **1** **1** **2/71 A.**

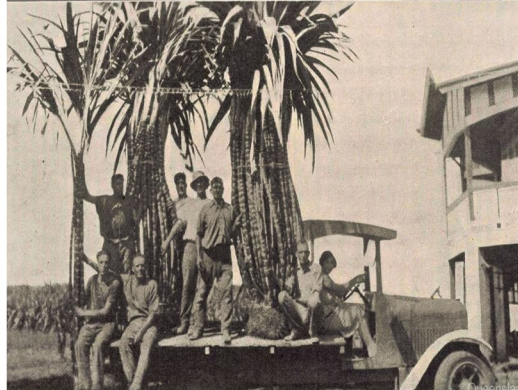
PASSAGGIO **TARIFA** **LIRE** **ALTRE TASSI** **ANNOZZIONI**
 Fare Ticket Other charges Extras
URO **Ministeriale** **222.000** **10.000** **0.000**
Suppl. nave superiore **15.000** **0.000**
IMPORTO TOTALE **238.500**

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DATA **DATA** **DATA**
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ANNOZZIONI **ANNOZZIONI** **ANNOZZIONI**
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Arriving in Australia

Cane Cutting in Brisbane



Life on the Tobacco Farm



Zio Calogero Sebastian, Bill
& Santo Galipo



Leisure time
with family & friends

Life in Tenterfield Roseneath Station



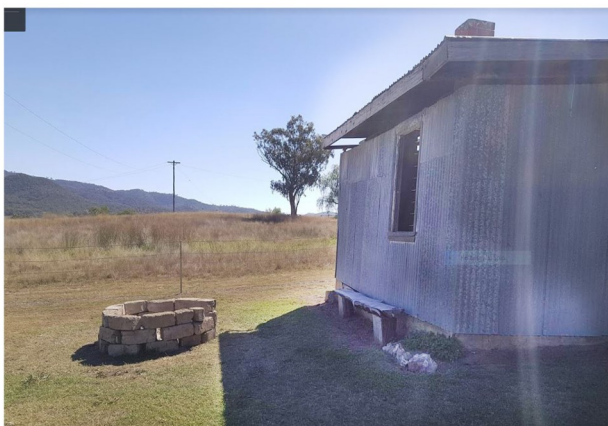
Josie Zia Franca & Sebastian



Bill & Sebastian celebrating
with their Sister Josie
for her birthday



Rosalia & Santo with their Children



Life in Tenterfield Roseneath Station



Zio Carmelo & Zia Lina Wedding Celebrations

Regular gatherings
with Family & friends

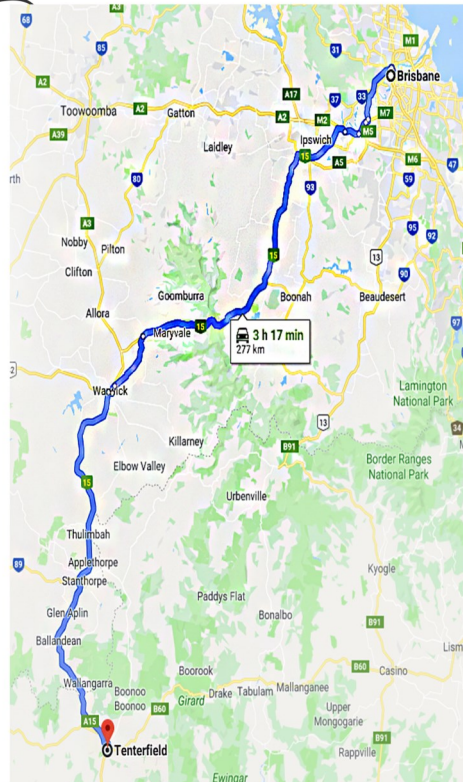
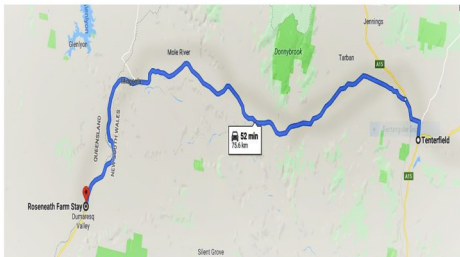


Bill, Rosalia, Josie,
Sebastian &
Santo Galipo
participating in the wedding



Bill Zio Carmelo
, Zia Lina & Sebastian

Life in Tenterfield Roseneath Station Maps



From Tenterfield to Adelaide



*Santo & Rosalia
Galipo*

*First Home
in
Firle
Adelaide*



*Santo
&
Rosalia
Galipo
First Television*



**Sebastian &
Josie Galipo**

Family Life & Celebrations

Santo & Rosalia 25th Wedding Anniversary



Sebastian with Lino Cardone



*Wonderful Memories
with
Family & Friends*



Sharing a meal with Josie Galipo Sebastian,
Salvatore Oriti Mum (Rosalia) & Basilio Toscano



family Photo

Family Life & Celebrations



Sebastian Galipo
with family & friends

Family Gatherings



Sharing a meal
with family & friends



celebrating Santo Galipo Birthday



celebrating Rosalia Galipo Birthday

Santo & Rosalia Birthday

Sebastian Daughters



Deanna,
Lisa
&
Cassandra



Family Portraits



Bill, Santo, Rosalia, Josie Ciano
& Sebastian Galipo



Left to Right :
Marco & Josie Ciano,
Josie & Bill Galipo,
Santo & Rosalia Galipo
Sebastian & Christine Galipo



Galipo Family

Family Traditions



Wine Making



Santo, Bill, Sebastian & family
bringing grapes home to press



Sebastian, Santo and Enrico
sampling the wine



Third Row Left: Soffie Santo & Rosalia
Washing the tomatoes.

Third Row Right: Cassie & Sebastian
Squashing Tomatoes

Bottom Left: Soffie Sebastian & Lisa
bottling the sauce



*Making home
made tomato sauce.*

Galipo Food Company



Sebastiano's First Van



*Trucks
in new
loading dock*



*Galipo
Staff*

Galipo Food Company



*National Distributor
of the year 2017*



Hall of Fame



Award of Excellence 2018

Galipo Food Company

Make a wish Foundation



Fundraiser with Premier Rob Kerin



Signing Documents with Giuseppe Geracitano President of Society

Italian Historical Society of S A Inc

ITALIAN HISTORICAL SOCIETY OF SOUTH AUSTRALIA INC.**TRANSCRIPT NOTES**

The transcript is verbatim of the interview. Grammar has not been corrected, punctuation has been added by the transcriber.

The transcriber has deleted repeated words unless they are used to emphasize a point, also words as 'ahs', 'hmmm..', and so on have been omitted.

Non-English words whether they refer to names, places, or phrases used are in italics.

All non-English phrases are translated into English and are in brackets.

Where explanations are needed the interviewer's notes are in brackets.

The numbers in the left column are the Timeline and correspond with the digital recording.

The interviewer and interviewee are identified with their initials:

GG – Giuseppe Geracitano (Interviewer)

SG – Sebastiano Galipo (Interviewee)

Digital Interview

of

Sebastian Galipo



TRANSCRIPT

Interview Conducted by:

Giuseppe Geracitano

President

**Italian Historical Society of SA
Inc.**

Monday 25th February, 2019

INTERVIEW WITH SEBASTIANO GALIPO RECORDED BY GIUSEPPE GERACITANO ON 25TH OF FEBRUARY 2019 AT GALIPO FOOD COMPANY, COMMERCIAL COURT DRY CREEK, SOUTH AUSTRALIA.

Category: Business

00:00:07 GG: Recording for the Italian Historical Society of South Australia Incorporated for the project "A trunk full of dreams, a suitcase full of memories", Category Business Life Achievements, on Monday 25th February 2024. Interviewer Giuseppe Geracitano, President of the Society; interviewee Sebastian Galipo. Recorded at the premises of Galipo Food Company, Commercial Court Dry Creek, South Australia.

Good afternoon, could you state your full name?

00:01:03 SG: Good afternoon, Joe my name is *Sebastiano Galipo* and in Australia, they call me Sebastian Galipo.

00:01:12 GG: Could you tell me when you were born Sebastian?

00:01:15 SG: I was born on the 28th of April nineteen fifty-Two [1952], in a little town in Sicily called *Naso* which is close to *Capo D'orlando* [province of *Messina*].

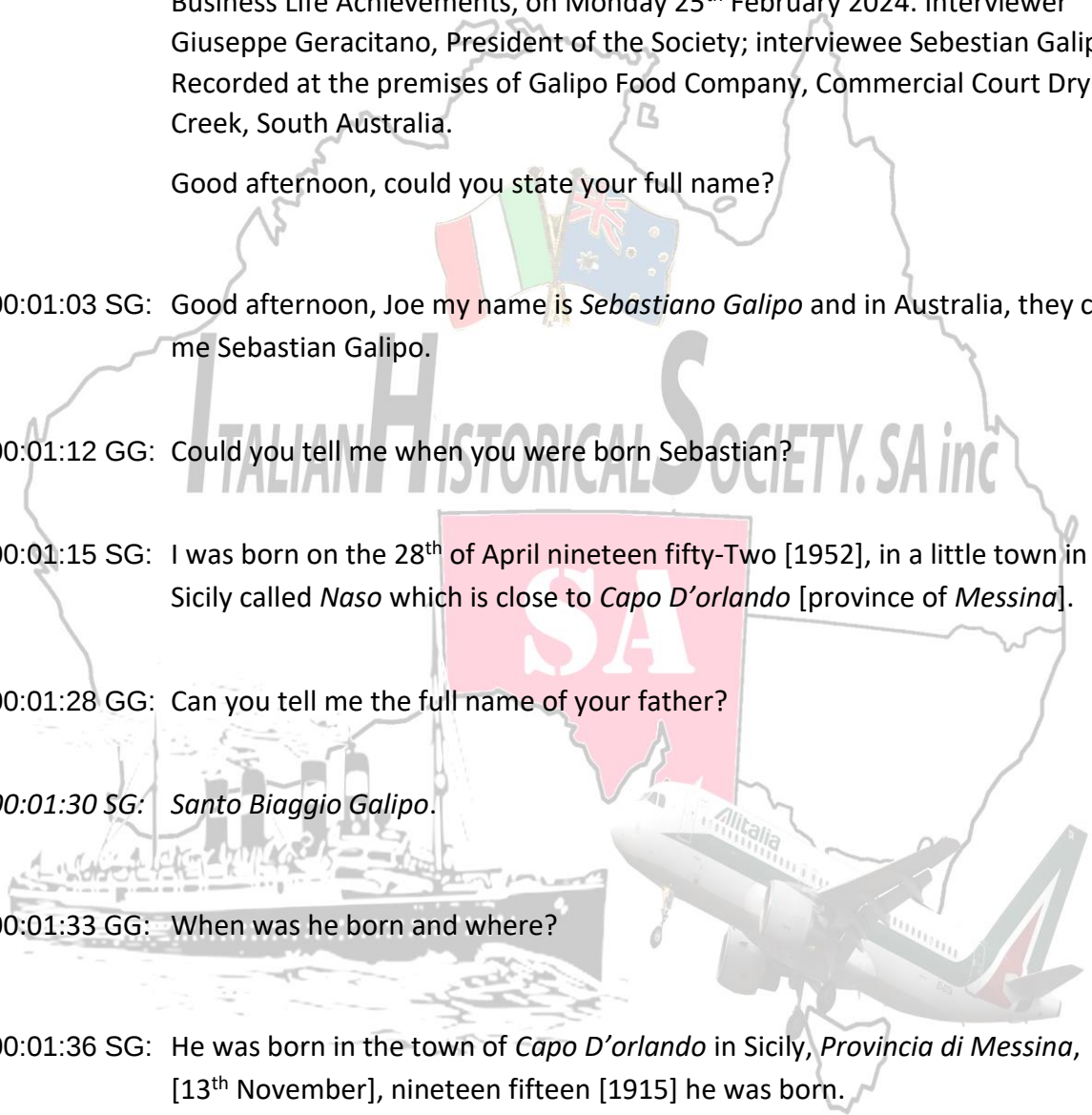
00:01:28 GG: Can you tell me the full name of your father?

00:01:30 SG: *Santo Biaggio Galipo*.

00:01:33 GG: When was he born and where?

00:01:36 SG: He was born in the town of *Capo D'orlando* in Sicily, *Provincia di Messina*, [13th November], nineteen fifteen [1915] he was born.

00:01:44 GG: Can you tell me the name of your mother and when she was born and where?



00:01:54 SG: My mother was *Rosalia Costanzo*. She was born on fifth of March nineteen nineteen [1919], and subsequently married my dad, so, *Rosalia Galipo* born in *Naso* herself in the little town near *Capo D'orlando, Provincia di Messina* in Sicily.

00:02:00 GG: Name of your paternal grandparents?

00:02:17 SG: On my dad's side, it was *Giuseppina* and *Biaggio Galipo* and on my mother's side, it was *Sebastiano* and *Giuseppina*.

00:02:33 GG: Thank you for that, have you got any children?

00:02:38 SG: I've got three children, three girls my eldest is *Deanna*, my second is *Lisa* and my third is *Cassandra*.

00:02:47 GG: Can you tell me the dates of their birth?

00:02:50 SG: Yes, *Deanna* was born on the fifteenth of August, *Cassandra* on the seventeenth of October and *Lisa* on the eighth of June, so I better tell you the years you want to know the years. So, *Deanna* was fifteenth of August nineteen eighty-two [1982], *Lisa* eighth of June nineteen eighty-three [1983] and *Cassandra* was the seventeenth of October nineteen eighty-six [1986].

00:03:19 GG: And were they all born in Australia?

00:03:22 SG: They were all born in Australia yes.

00:03:24 GG: Have you got any brothers or sisters?

00:03:27 SG: I have one brother, his real Italian name is *Biaggio* but when my dad and mum immigrated to Australia, they couldn't pronounce *Biaggio*, so they called him Bill, so he's now known as Bill, and my sister is called *Giuseppina* and of course that is Josie.

00:03:48 GG: Date of birth and place of birth?

00:03:50 SG: My brother Bill was born in *Naso* where I was born, he was born on the fifth of April nineteen fifty and my sister was born in nineteen sixty in a little place called Texas in Queensland, Australia and she was born the fifth of July nineteen sixty.

00:04:12 GG: Right. When did you immigrate to Australia?

00:04:23 SG: My dad immigrated to Australia in nineteen fifty-two, the year that I was born, and my mother and my brother and myself immigrated in nineteen fifty-six. I had been conceived but not born and dad got the call that go to the promised land, so off he goes, and we don't see him for four years after he left Italy.

00:04:47 GG: So, you were four years old when you first met your father?

00:04:54 SG: Correct I was four years old.

00:04:54 GG: Could you tell me the names of the ship that your father came on, and the ship that you came on?

00:05:02 SG: They were called the *Flotta Lauro*, *Flotta Lauro*. [*Santo came on the "Roma" on 24th February 1952*], [*Rosalia, Bill & Sebastian came on the "Sydney" on 23rd December 1956*]

00:05:10 GG: Obviously, you grew up in Australia, therefore you don't have any memories of the town you were born in and the life in Italy, as a child, did your parents talk about their life in Italy and what was it like?

00:05:52 SG: Very much so, yes, we had a lot of family discussions with mum and dad and the uncles and aunts, over a good glass of wine and a bit of good Italian sausage and nice bread, crusty bread. So, they often talked about the hardships that their lives were, both of their lives were, enough food was always an issue for my family. Mum didn't have the opportunity to go to school, she didn't go to school at all, she was taught by her siblings, and her parents, just the basic language to speak Sicilian and how to write it, but she wasn't very good at that. Dad had the opportunity to go to school for three years at primary school and after that he was required to help his father in the fields, in the vegetable garden to sustain the living as times were very tough.

00:06:44 GG: So, your father was mainly of agricultural background did they grow grain what sort of---

00:06:55 SG: Fruit and vegetables, mainly vegetables with a little bit of fruit like figs, olives, things that were very prevalent in that region, but he was a vegetable grower, and he would grow the vegetables. You are talking about the stories, about hearing the stories, well one of the stories that is very loud and clear in my mind and incredible, incredible, how we think life can be tough today, but this is the type of life. So, grow his vegetables in *Capo D'orlando*, but it was a very competitive market because there was a good water supply, good soil, lots of people would grow vegetables so you didn't get very much for, of it because of the supply and demand. He would work all day, load the donkey up at four - five o'clock after working all day, travel to a town thirty kilometers away, the donkey would be loaded with the vegetables and some of the fruits, the produce, and he would get there five o'clock in the morning ready for the markets and sell the produce and then come home and he walked all the way there, and he walked all the way back, and I have one of the most moving experience of my life. About twelve years ago I was walking in my village, in my town, little village of *Capo D'orlando* and the word got out that that there was a *Galipo* in town, people didn't know because there were lots of *Galipos* in this town, and they said: "oh *Santo Galipo's* son is here". So, this man came up to me and said, "I'm told you (are) *Santo Galipo's* son" and I said, "yeah I'm *Sebastiano*" and he put his arms around me, tears come out of his eyes he said, "I was your dad's friend and partner in the vegetables, and we took the vegetables to a place called *Tortorici*". And that was very moving for me, and I got a tear in my eye and I said, tell me a story, and he invited me to his home for coffee, which I went, it was a wonderful experience, the gentleman has passed away now, and I said "my dad would tell me a story how they used to take these vegetables", and *Tortorici* was up in the mountains, [where] the vegetables didn't grow. *Capo D'orlando* was on the flats and so it was good region to grow the vegetables, and I said, "Dad would say, they used to load the donkey and he would walk by foot, is that correct, and he also told a story that when you got to some part of that trip, it was so steep the donkey couldn't get up and you and dad would have to help the donkey go up this little steep track, by helping with your shoulders push, help push the donkey uphill", and he said, "that's correct". That was amazing. I was really, how incredible in the history of civilization that we go through that evolution when in our own lifetime here we are we send people to the moon, but in our lifetime our parents went

through something very different, so incredibly hard to just sustain themselves it was all about just enough to live, so I often heard stories about how hard it was, incredibly hard back in those years, we think, we think the world thinks life is hard now, but I think we just get things out of whack a little bit.

00:10:13 GG: Yes, it's hard to imagine that it was only, what, seventy years ago?

00:10:20 SG: Correct Seventy years ago, dad owned a donkey, and he was well off because he owned a donkey.

00:10:27 GG: It's hard for the people of today to imagine that you felt wealthy because you owned a donkey.

00:10:36 SG: Correct and if you had a cow and a donkey, well you were really wealthy, it's amazing, it's amazing, amazing and it's lovely to go back, and I saw where dad grew up, where mum grew up, the houses in the respective villages amazing.

00:10:52 GG: It was probably the hardship and poverty, but what really made him make the decision to immigrate?

00:11:03 SG: Exactly that, it was the poverty with so harsh the conditions of life was so harsh, he would work from sunup to sundown in the field in the garden just to sustain himself and dad was the eldest son of his family and his dad, *Nonno Biaggio* [grandfather], died when dad was a young boy, not a man, a young boy, hence only three years of school and hence he had to go and help his dad in the vegetable garden, at first and when he was a young boy and then his dad passed away, and at the age of twelve, I think it was, he assumed the responsibility of the patriarch and the head of the family.

00:11:36 GG: That must have been incredibly difficult?

00:11:48 SG: Wow, that's pretty tough, so twelve years old he was now the figurehead of the family and the one to organize for his mother and six other brothers and sisters to survive, and hence when dad came here for four years, and we didn't see him for four years, he was working very hard in North Queensland, cutting sugar cane by hand, again we think a hard life, but ninety five percent of everything he earned went back home in the proportion, some to my

mother, to his wife, to sustain his two sons, but the rest of it to his mother to sustain their family until the children, everyone was able, his brothers and sisters were able to stand on their own feet, till everyone had enough income to survive.

00:12:44 GG: How did he hear about Australia? How did he actually managed to get to Australia and why did he pick Australia?

00:12:54 SG: Well, that's a good question, I don't think he actually picked Australia, back then, as I remember, the stories of my parents and my uncles and aunts when they were talking, dad immigrated shortly after the war, so the Americans had been to Italy as part of the liberation, and part of the fighting against Germany as the Americans were there, and prior to the war there was a lot of Italians that went to America, which was known as the United States, but the Italians called it *Americani*, the Americas, anyone that was fortunate to go to the US [United States], America as they called it, would do very well, had land of opportunities if they had their own business, you could do very well if they were workers, and work hard got well rewarded and they could really change their life. So, when the opportunity came the word had got out that the Americans were looking for immigrants, the incredible thing was that in Sicily at that time they didn't differentiate between America and Australia, they thought Australia was America, the land of opportunity the land where you could work hard and achieve. So, dad thought he was going to America, but he finished up in Australia and of course because he starts sending money, he works hard and he gets well rewarded for those times, he sends money back home, they all think it's America they all think they all got the history, that the *Americani* have done very well. So, all the people in the town and the nearby towns that knew the family think that dad's gone to America, so we came out as a hardship that was just after the war Australia needed to rebuild, needed migrants as they didn't have enough people and that's it.

00:14:58 GG: Do you know who sponsored him to come to Australia?

00:15:01 SG: Yes, he had a godfather in Brisbane who I don't recall his family his name and he was sponsored by his godfather.

00:15:17 GG: So, is that why he ended up in Brisbane?

00:15:20 SG: That's exactly right.

00:15:21 GG: You mentioned that he was involved in the sugar cane industry.

00:15:26 SG: Yes, actually his godfather, I don't recall his first name, but his surname was *Micale*.

00:15:28 GG: Was his godfather a sugar cane cutter?

00:15:37 SG: No, he had relatives in North Queensland cutting sugar cane, his godfather lived in Brisbane, had done sugar cane because if you cut sugar cane, it's such hard work that you got paid well. So, the godfather had many years before cut sugar cane, was older than dad, hadn't been retired yet, but was just working in a factory in Brisbane and so he recommended dad to go and cut sugar cane, because he could make good money, work as many hours your body was capable of working.

00:16:10 GG: Where in North Queensland?

00:16:15 SG: Townsville, he went to Townsville and then he went to Cairns and he worked for two or three years, and that was very hard work but he did very well, and then he comes back to Brisbane to see his godfather on the off-season and his godfather found out there was opportunity to go to Tenterfield New South Wales, which was very close to the border and very close to Brisbane, like it's two hundred kilometers, it's about a two hour trip to maybe more two and a half, three hours trips from Brisbane to Tenterfield, sorry to the farm where dad was at the actual Tenterfield is only a couple of hours, two hours so. Dad heard about it, and he thought cutting sugar cane was really hard work, the opportunity tobacco was starting to become very big, where we export a lot of tobacco back then, and the world after the war wanted tobacco everyone was into smoking tobacco, so he went to share farm and he got the rights to be a share farmer in Tenterfield. Roseneath Station, New South Wales, that was where dad worked hard there for about eight years and made reasonable money and enough money to save for a house, came to Adelaide, buy a house and then worked at Holden's [General Motors Holden].

00:17:38 GG: When you came to Australia with your brother and your mother, where did you land?

00:17:48 SG: We landed in Sydney, and then from Sydney we got trained up to somehow, I don't know how mum managed, but I was a young boy of four, so I don't know how it happened, but we finished up from Sydney, to go to Brisbane, and then met the rest of the family, yep, and dad was so busy because it was with the, with the tobacco season. We couldn't leave the farm and so one of his, might have been the godfather of him or someone, who actually organized us to go to the farm.

00:18:26 GG: And how long did you stay in New South Wales?

00:18:30 SG: Yeah, in Roseneath Station, so we landed there in 1956 and in 1964, so that's eight years later, we then, dad made the decision to take the family to Adelaide, and why Adelaide because there was some relatives who were already, my mother's brother, was here so it was logical State to be and so, we came to Adelaide.

00:19:00 GG: And what's your recollection of the town that you grew up in? You spent eight years there, so you came at the age of four, so you were twelve years old when you moved?

00:19:21 SG: Correct. Yep correct.

00:19:22 GG: What's your first recollection of the town?

00:19:23 SG: Well firstly we were fifty miles out of the town, so Tenterfield was the town, but the farms went all the way between towns and the opportunity was in Roseneath Station because it was hard to get people there because it was so far away. Tenterfield was a beautiful town, I've been back a number of times, and Tenterfield quite a famous town now thanks to Peter Allen, who sang the song Tenterfield Saddler, so it's very pretty town, is quite a hub for the region, so we would go there about once a month to do the shopping, so they'd have to buy there no such thing as freezer but they'd buy their meat, I suppose they cured them and salted them and what they didn't eat we had refrigerators but not freezers. We bought the big shopping days once a month, we went to town, that was a big event, that was a beautiful thing as a child, going to town. Once a week food would come out to the farm, so we get our bread once a week, other meats and other perishables being good Italians, they were all Italians on the tobacco farms. My dad organized for himself, and his brother, and his brother came out after dad to go straight to

the tobacco growing, and there was dad, Uncle *Lorenzo* and two other gentlemen called *Sam and Cono Oriti*. So, in little area altogether in a community and they are all Italians, so what do they do, grow their own vegetables, plant their own fruit trees so a lot of the vegetables they didn't need, as everyone else did but they grew their own. But, so yeah, the town was beautiful, Roseneath Station was a long way from anywhere, so it was fifty miles to Tenterfield and about twenty-five, thirty miles to Texas, a place in Queensland not many people know called Texas. Just a little, little township, so we would go there maybe once a month and Tenterfield once a month.

00:21:31 GG: So basically, as a young child you interacted purely with the Italians?

00:21:37 SG: Yeah, well done as a young child Italians, but we had the manager of Roseneath Station who, and Roseneath Station is a big property, big property, and they ran thousands of head of cattle, I'm talking about would have been fifteen thousand square acres or twenty thousand square acres, acres in size. Fifteen, twenty thousand, and so the manager had his workers, that worked for the stations, so we interacted with the children of the manager, and the farm hands and then at school, they built this little school, we walked to school, it felt like about five kilometers, but it was only like one and a half, two kilometers to the school, but it was still quite a distance, we walked there every morning and every afternoon came back, we interacted with the Australian children back then at that school.

00:22:28 GG: Do you recall that interaction, whether it was, whether there was any conflict because you were Italian?

00:22:41 SG: Good question, very good question Joe, at the Roseneath Station school it was, we had nice harmony, we played together, we interacted well together, the Italians had a wonderful, as in our parents the other share farmers, had a wonderful reputation for being hard workers, so nothing was too much trouble they helped everyone and of course they supplied the manager and the other Australian workers working on Roseneath station on the cattle farm, they supplied them with fresh vegetables every day, every week, because they do so much a very generous people. They just gave, so it was a really nice spirit there, wind the clock forward when we came to Adelaide, it will be a different story, but I forgot the answer to that question is.

00:23:34 GG: Will get onto it yeah, I'm interested in that sort of dichotomy between country and city.

00:23:41 SG: Yes it was a huge contrast, happy times, we play together, we joke together, we go down by the river, because the river was the source of the life blood for the area, as water we had fertile soil in the river yeah that was really good, had very happy memories of my childhood in Roseneath Station, still see some of the manager's children occasionally, they are in country New South Wales and Sydney. We only caught up with them a few years ago, but part of their family and we had a wonderful time, they brought their mother who's still alive in the mid-nineties to Adelaide, she was sharp as but she's just since passed away, unfortunately.

00:24:22 GG: Now at home obviously your mother couldn't speak English. Did your father speak English at all?

00:24:32 SG: Yes, my father was reasonable, he could by the time he left the farm, he could have enough English to go and buy motor car for example, or whatever he needed for the farm, of course, at first it wasn't so but he learnt just the basics, he kept adding to the basics where he would be able to get by.

00:24:55 GG: What language did you actually converse at home?

00:25:01 SG: Unfortunately, it was the dialect that my mum and dad.

00:25:04 GG: Why unfortunately?

00:25:06 SG: Well because it prevented me from learning the real Italian, which I loved to, I love to talk Italian now, and I've since learnt it, but it took me a long time because I just knew it would have been nice if I'd known both. But I say unfortunately because it excluded me from the Italian, because of my parents who didn't go to school didn't know Italian, so they could only speak the strict dialect, yeah really, it really was a prevention from liaising with other Italian families and communities once we came to Adelaide, yeah.

00:25:44 GG: Right, did you in any way feel that because you only spoke the dialect, as you say unfortunately the dialect, that you weren't educated or because there is that feeling among Italians that if you spoke dialect, it showed that you came from a lower-class background?

00:25:08 SG While we were in New South Wales in Tenterfield on the farm I didn't have that feeling, as soon as we came to Adelaide.

00:26:12 GG: Different story.

00:26:13 SG: It's a very different story because I, was a different story in terms of our interaction, my interaction and our interaction with the school children with people I went to school, with the community, and also with the Italians, because of that reason, so I had a tough time adjusting coming from the country to the city and the people in the Italian community made me feel very low class where I wasn't, I wasn't as good as for example the Northern Italians would always think they are much more advanced and much more educated, more logical, more classy, and you got to say that reality is they were, they had the opportunities to go to education and to develop quicker and before the southerners but they thought they were better, the better people which is not very nice.

00:27:17 GG: That was a pretty tough pill to swallow. Your sort of aware that sort of mentality was the mentality of Italy in the nineteen fifties and nineteen sixties, where the Northerners always felt superior because of their industrial development and access to schools and so on.

00:27:33 SG: Industrial development, schools, not technology as we know it today, but the technical advances that the world is making for example with the with motors automation and they were at the forefront of that versus the southern, but they'll never have the wonderful attributes that the southerners have which has been really down to earth sort of people, super friendly, very generous they didn't have a lot but they would share and of course absolutely magnificent wonderful food that I think the southern is, that the south, of the south of Italy is known for and it's pretty hard to beat, pretty hard to beat and the southern Italian has become very famous for its, for I say southern Italian talking about south of Italy the whole all the different regions in the south of Italy are very famous for their food and now, of course, it's adopted around the world, like *arancini balls* you know the stuffed peppers, the things that the southerners do so well that's become world famous.

00:28:41 GG: Now talking about food, I'm interested to know the sort of foods that were common in the town you were born and the sort of foods that you had to adapt to when you came to Australia.

00:28:57 SG: I don't have a lot of recollection about, about the, the adoption of the food and I don't have a lot of recollection, I was only four, I have zero recollection of how good the food was. But I know now for two reasons, one when I go back I know the basics of the all the wonderful food that we have in Sicily in my town but I guess Joe the whole thing is when I came to Australia what was mum cooking, same that she was cooking back in Sicily, so she would go when they went to Tenterfield to shopping or to Texas she would buy the topside meat, beat that up, tenderize it and make a beautiful schnitzel, and the vegetables that we had so they made the stuffed peppers and stuffed eggplants and the *polpetti* (meatballs) and all these things, so they also I didn't have all the ingredients with nowhere to search to get most of the ingredients and we came up with basically with the same food, so I didn't miss it but when did I first become aware of it again, not on the farm, not on the farm because it was very insulated, we might have visited the manager's family, and they were very gracious wonderful beautiful people always offered something to eat and we knew it wasn't quite what we were used to, but there wasn't lot of that we went there to play with the kids and have a drink come back home. The differences when we came to Adelaide, and we go to Australian people's home or to a cafeteria back then or a restaurant what was back then very different, the difference became night and day. and of course now I'm aware of it so much as well more now because of my love for food my love for Italian food, and I've got a saying and we all know it it's true number one good *cucina* [cuisine] in the world is Italian anywhere you go anywhere in the world with the Italian cuisine is very famous, it's got beautiful food and in Adelaide Italian community we have the beautiful people that we have that cook so well, beautiful Italian, really good Italian restaurants, and you travel the world you get to experience this beautiful Italian food it really is, it tells us how fortunate we are to have that culture and that food behind us.

00:31:32 GG: How easy it was to get the ingredients, living in the country New South Wales, to get ingredients that your mother would have been familiar with how easy or difficult was it?

00:31:46 SG: I don't have any recollection. Again as a four years old we were interested in playing outside and playing on the farm, very different of kids today we didn't

have a TV [television], we didn't have radio, it was just outside and playing with kicking the ball, throwing the ball down the paddock, running, building dirt castles, sandcastles, out in the paddocks building things with, with our hands with dirt, however I would imagine mum had a bit of an advantage because of dad's godfather in Brisbane, again not being not too far away, they would have communicated every couple of months so they would write to each other in the letter, took a couple of weeks to get to each other, next time I come down I want some fennel seeds some, some particular type of spice that would have bridged the gap for mum and dad somewhat I think and Brisbane had and still has a fairly large center of Italian immigrants.

00:32:47 GG: So, let's get onto when you moved to Adelaide, you were twelve years old.

00:32:50 SG: Yes.

00:32:53 GG: You had grounding in schooling in New South Wales. Before we do that, how was the transition from home to school, in terms of language, in terms of how difficult it was to integrate with other children. on the farm?

00:33:12 SG: On the farm?

00:33:13 GG: On the farm

00:33:15 SG: On the farm because I was four years old when I was here kids adapt quickly and very easily, I was lucky I had the Italian community that is all the share farmers were Italians, I'm sorry they were Italians, hence the children so we spoke the same language. I recall having to learn the English language but as a child, it doesn't, it didn't faze me because I learned quickly and I interacted readily so that wasn't something that I look back and say that was tough, it just happened for me.

00:33:50 GG: When you came to Adelaide at twelve years old, had you finished your primary school?

00:33:55 SG: No, I still had one more year to go at primary school.

00:33:59 GG: Yes, because we have seven years of primary school whereas New South Wales has six.

00:34:04 SG: Correct. So, I came here, that was a culture shock. I remember that, I wouldn't use the word fondly that transition, that transition was hard I'm used to being on a farm as a young from four years old to being a boy starting to go into a young man, as my, I had that backgrounds working with dad, I loved working with dad, I love working in the garden, loved helping like to use my hands and to be to do something with it, so you come here, whilst the blocks were very big back then, they still very different to being on a farm, that was the first, the first the thing I remember, then going to school that was very different again, that was, I have very sad memories of the school that was good and bad, they weren't all just bad experiences, some of the experiences were would just never leave a person in a lifetime that is the discrimination that we had to go through, and probably the worst was we'd walk home from school and you'd all set off, every kid got walked home back in those days, there was no such thing as being picked up, if you didn't have a bicycle you'd walk, but every kid, even at primary school, the ones in grade one and two would have siblings older siblings or the neighbor's kids that would take them to and from or the mum's would come for a little while, so we walk home from the school in a group of fifteen or twenty, all of a sudden they'd say "oh yuck you smell" or "you eat funny food" or "your pants are funny" because mum would patch up our shorts and our pants and our shirts no such thing as just buying a new one if you got a tear or a hole in it was patched up, not always with the same cloth just different cloths, you use a different cloth that's what mum and dad come from the harsh background that they had so to be frugal, frugal was very important way of life, so the experience of being laughed at for the food, we would bring beautiful Italian lettuce with a schnitzel, a tomato on the side, or fried eggplants, of course the eggplants have a particular type of smell that the young kids of Australia back then had no idea what let alone know how to cook it and using olive oil, of course fried good old olive oil it was like a discrimination about that we ate rabbit food and we ate smelly food and heavens-above something that was very aroma, the beautiful cheeses that we have today brought something with cheese in there, or Italian meatballs with sauce something that has a lot of aroma to it. They laughed at for eating rabbit food, smelly food, the thing is I still have the memory walking together you get someone that would start the group "ah you smell all that all that terrible food smelly food let's all race you across the road" and you were walking home by yourself, pretty tough.

00:37:33 GG: So how did that make you feel?

00:37:36 SG: Isolated and made me feel inadequate, made me feel, I didn't realize it back then, of course as a kid you can't rationalize all these things, but it made you feel actually terrible, was belittling, it was belittling, I still, I still get very sensitive today about it just thinking about it, I don't blame them, I don't blame the kids, I don't have no bad feelings because that was the environment the kids were brought up in, the kids were all a replica, all us kids were, all kids of the world are replica of their parents their extended adult family but, but it's very belittling, very hurtful, just hurtful, really hurtful, I can't get over it.

00:38:30 GG: It's hard to get over it.

00:38:31 SG: yes, well you don't think you'll ever get over it, like I said, I don't hold any grudges or bad feelings but just thinking about that moment was a tough thing.

00:38:41 GG: Which area did you move into?

00:38:44 SG: We, mum and dad lived in a place called Firle, Firle which is right next door to South Payneham, which is right on one side and the other side was Glynde, the other side little suburb called St Morris is in that area.

00:39:01 GG: Were there a lot of Italians in the area at that stage?

00:39:06 SG: There were quite a few but was dominated by Australians people at primary school, for example, there would have been eighty percent, can't be sure, but eighty to ninety percent would have been non-Italian.

00:39:18 GG: OK so you got the full-blown reaction because of the security in numbers?

00:39:27 SG: yes, correct, correct so hence in the schoolyard I didn't know any better, you know, so I'd eat whatever mum, and we always ate whatever mum cooked for tea the night before, for example the schnitzel she would make a few extra and we'd have the schnitzel next day, and I can remember when you tried to hide you'd try to have your meal real your sandwiches or your lunch box whatever was in there you ate it real quick so people wouldn't see it.

00:39:56 GG: So, in the school yard, did you interact with the Australian kids?

00:40:02 SG: Yes, yep, yep, the best you could you had the stigma is terrible stigma almost like persecution.

00:40:12 GG: We've talked about the children, what about the teachers, how did they react?

00:40:18 SG: I don't recall the teachers being discriminatory or signaling us out or call us wogs or dagos like the kids did, like the other children called us wogs, *dagos*, smelly ities, etc. etc. so I never recall any of that by the teacher, but they didn't, it wasn't fashionable as it is today, I use that word fashionable, it's not the right word but, but it was not the protocol to stop any discrimination, it was just allowed, no one knew back then, no one knew any difference, so it just happened, you just live through it, I lived through, it's very hard, it was very hard but normally I'm not as quiet, doesn't get to me, but recording the story, walking through your own life, is pretty hard.

00:41:04 GG: It does get emotional when you start recording some of the things that happened as children, so I fully understand. So, when you transfer from New South Wales to Adelaide you probably have a better recollection of how difficult school was. Did you find it difficult; did you find the language was a problem?

00:41:31 SG: Yeah, yeah I did I found it New South Wales in the farm it was one little room, not much bigger than room much bigger than the boardroom we're in today, a tiny place, and they had from Grade one to Grade seven all in that room, a small place to belong a place, to have fun, to interact, and learning the basics, you come here course you go from a school of, I don't recall, I think the maximum might have been fifteen, twenty people the max in the school in at Roseneath Station to five hundred – six hundred, that was a hard adjustment, more discipline, different ways of doing things and the different classrooms you had to go from one classroom you're in this classroom and I'm in a different classroom all that was very challenging at the time.

00:42:30 GG: Did the teachers ever go out of their way to give you assistance because of your language problem?

00:42:38 SG: Good question Joe, I don't recall very much except for one teacher at St Morris the public primary school, St Morris was a public, it's St Morris after the suburb, St Morris. St Morris primary the teacher there that help me a little bit more, my first year at high school I had teachers there, two, in

particular, they were really trying to help because I was behind I got myself behind I didn't like school, because you can imagine this factor of I've been discriminated and being belittled and being laughed at, so you were trying to hide your own inadequacy instead of admitting you're trying to learn you tend to, to avoid it. I wasn't very good at school, at that stage, but when I went to high school, I had a number of, one teacher and the headmaster that really helped me to get from where I was to, to a bridge, of a new level.

00:43:51 GG: Which High School did you go to?

00:43:53 SG: The school that I went to was called Norwood Boys' Technical High School, now called Marryatville High.

00:43:59 GG: Right, were you zoned to that school? Or, because there were high schools, there were technical schools in those days.

00:44:03 SG: Correct you had, we had a choice of going to a technical school, so Norwood Technical, Norwood Boys' Technical High School or Norwood High School, which had boys and girls. But we were, was just the boys back then because we considered just the boys, why? The school where you got groomed to be a tradesperson, to be some technical to go to school you didn't have a technical skill so back then it wasn't fashionable common or protocol for women to be involved in trades, so it was just the boys. I had a choice because of my grades being so poor, I, I didn't have the opportunity to go to Norwood, I didn't qualify, you had to have a certain entry level to get to Norwood, Norwood High, yeah so, I went to Norwood Boys' Technical School. I get there and you got to do an assessment of which grade, back then, you had these different grades, A stream, B stream, C stream, D stream, E stream, G stream, and H, was the big school, I remember, eight hundred to one thousand students when the results came out, I was right down the bottom, right down the bottom, and along with me there was another fifteen, twenty mainly from ethnic families. Boys that hadn't done so well and our results, were pretty bad, so they came up with a new stream, a new rating grade level and they called it the "NO Class", that stood for the "no hoppers", because we didn't have any hope and there was no hope that we could achieve anything. So, I went from one set of belittlements which wasn't justified, to maybe one that was, but was just awful admission that you had to face in life. How old would I have been thirteen, fourteen when you went to high school, I can't remember, I lost a year because of the six years in New

South Wales with primary seven years here so that's twelve. I would have been thirteen when I got there so to be told at first, it was all a bit of a joke, then you're walking around the school yard and they say, 'there goes a no-hoper', you were in the "no-hopers class", so, instead of NO, we, they called us, everyone called us "no-hopers". Something dawned upon me at that point (pause) this life is [unfair] (pause) the toughness the discrimination of life, the discrimination that I had. I didn't realize discrimination when I went to primary school, I just knew bad things was happening to me that I was going through I would go to Norwood Boys' Technical High School, my brother was there, of course, he was in the A grade or B grade much more advanced. He left our farm earlier and he lived with my uncle, so he had most of his education was in Adelaide. So that was tough dealing with that. But I think it made me resolve, the teacher, Mr. Allard, I remember him well, he tried to help, he worked out who wanted to learn and who didn't want to learn and some of those boys didn't want to learn they just wanted to wait till they were fifteen or sixteen. I can't remember what the age was back then, go off to work in a factory or a trade or whatever and there were others that wanted to learn, so he helped me. The headmaster found out, Mr. Dowdy, remember his name, he found out that I wanted to better myself as well so he called me in and said 'I hear that you'd like to better yourself as well' I said 'yes I would' (pause) pretty awful (pause, emotional) being called a no hoper, anyway he said 'if I can help you I'd love to help you'. So, wind the clock forward, I can't remember, six months or so he gave me private tutorials from the headmaster once a week, twice a week and the teacher deemed fit, helped, help me with math's and science, which I couldn't get my head around because you need a base for that, I wasn't good at anything, but those two were atrocious and Mr. Allard would help me, and I was, I was made the leader of the no-hopers class that year, that was no great claim to fame, being a leader of the no-hoper but anyway it made me feel better, made me feel good.... It gave me hope.

00:49:04 GG: The interesting thing. Did you feel within yourself that you were a no hoper? You were classified as a no-hoper, but did you feel within yourself that you belonged to that sort of group?

00:49:19 SG: No, I didn't, I did not at all, good question. I guess I came up from a humble family, very humble, very humble family, and community but I could use my hand I knew how to grow vegetables. I could plant seedlings and something would happen with them, I could help mum and dad or dad in the shed or lay some cement, so, and into this no hopers class part of that they would get us to do certain things on, on the creek or do physical jobs I was a standout

laying bricks or stones on a path mixing cement doing things like that, so I didn't feel like I was a no hoper but I knew that in education terms I was no good, so I was determined, but that was probably a wonderful experience of my life that I got having to live through it, having to live through for a whole year and being called a no hoper, because it made me incredibly determined, incredibly determined that I would, there's nothing that could get in my way that I wasn't determined that I could overcome with the really, I suppose, it was it incredibly formative in who and what I am today.

00:50:37 GG: Those are formative years it could have gone two ways.

It could have squashed you and said what the hell or it can motivate you to achieve greater things. So how did you escape from that sort of situation, where you were classified as a No-Hoper, and you moved on?

00:50:59 SG: Well not only was I the captain or leader of the No-Hoppers class, but I was also ducks of the No Hoppers in terms of the yearly exams and my score was substantially better than all the rest. So I was talking to the headmaster Mr. Dowdy once or twice a week he would help me for the last six to nine months of that year and I don't recall exactly how long but it was a few months into the year when he realized that I was trying to better myself, Mr. Allard, the teacher was also he was aware that I was trying better myself, it was very hard to get out of that stream because the curriculum was tailor made for students to keep them till they were old enough to go off to work so in talking to the headmaster he said "would you like to advance", I said "absolutely," anyway unbeknown, I don't know how I got there, I got into the third highest stream, so year two they promote me to get me out of the No-Hoppers class, that was still going following year One Year Two and Year Three into so I got into the third stream So it was A B, A B C D so I got in that stream there, which was very different and I worked very hard, very hard. Mr. Dowdy continued to help me. The teachers were aware of what I was trying to do, so they just helped me, so Mr. Dowdy helped me after hours, this is after hours go there for extra assistance that helped the transition. I did well that year I was in the top of the top students that qualified me and then Mr. Dowdy again the headmaster put me into the A stream. That was the transition.

00:52:52 GG: That is an excellent sort of transition in such a short time.

When you say work hard, was it studying harder at the subjects or were you doing extra work. How did you actually manage to overcome that?

00:53:12 SG: There was more learning the deficiencies so both with the teacher Allard and the headmaster Dowdy was, didn't understand some of the math principles. I didn't understand some of the signs, so I tried to, that's what they tried to impart upon me and I my part, I had my heads in the book rather than in dad's garden and work in it which I love so much. I was determined to study harder, so it was a two-fold thing where I actually worked more hours to put in to learn with the extra help, I was getting it was good it was helping me to overcome those deficient areas that I didn't quite understand.

00:53:56 GG: Now in your, in the written story that you gave me you talk about the transition from Norwood Technical School to St Ignatius and the priest that helped you. Can you tell me a little bit about how that happened?

00:54:15 SG: Yes the priests, at Norwood Boys' Technical our old school back then they had religious instruction classes once a week so it varied whether you are Catholic or Church of England you would get the clergy from those churches all the volunteers come to imparts religious knowledge to you So *Father Zerafa* was one I got involved, was taking my class I didn't know who he was. Do you know who *Father Zerafa* is?

00:54:48 GG: No, I never actually met him.

00:54:52 SG: So, he's in the class and he sees that I'm trying to learn, I must have been pretty brash and full of energy, young man bit rough around the edges, but I must have been, I must have had some good qualities, that my mum and dad imparted to me. So, they could see I was to somewhat likable, in wanting to learn so he picked up on it and he said, "would you like to go to the Catholic School?" "I'd love to go to a private school, but I can't afford it my parents can't afford it." So, through, I think it was two years that he was coming to the school for religious classes, he was able get me a scholarship into St Ignatius College they were a wonderful to me and helped me, so I made the transition from Public School to St Ignatius College thanks to *Father Zerafa*. I'll just tell you two bits on *Father Zerafa* you may not know of him, but do you recall about six, seven, eight years ago there was a priest at Norwood, went to a service station, got a can of petrol stayed inside the car at Stepney in Norwood on Magill Road and put a light to the petrol do you recall that incident?

00:56:13 GG: Yes, I do

00:56:14 SG: That was Father Zerafa. He suffered from depression, so he had a big impact on my life, but ended sadly by suffering depression he ended his own life in a mysterious way.

00:56:30 GG: So, would you say he was the pivotal point of change in your aspirations from where you were, to a more academic orientated ---?

00:56:44 SG: Let's say that he was one of the people involved, Mr. Dowdy would have had an impact on that the headmaster that helped me change to lift my academic ability, Mr. Allard as well as my teacher in the NO class. Then there's another person that was very dear to my life was Mrs. Green, she was one of the religious instruction teachers that came to the school and saw me and introduced me to Father *Zerafa* and then I went to Father Zerafa's religious instruction class, but she kept an eye on me, make sure that you see me guide me, so she had an impact. All of those people were responsible for transitioning me from what I was to a more academic.

00:57:31 GG: Do you feel that that you actually got more help when you went to St Ignatius?

00:57:39 SG: Ah, good question, really good question. I think they must have been told about me that they kept an eye on me, and they made sure that they would help me, there was a lot of support. It was a really being at St Ignatius is one of those private school and colleges, is very strong in the wanting academic excellence at the same time wanting the students to develop in the sporting world in the sports as well as the Arts, so one of those all-rounders school and they would help. I had that support, so I felt I had that support had a lot of support from them from teachers, priests, and the school.

00:58:25 GG: How did that make you feel?

00:58:28 SG: By that stage you see I had come from being a No-Hoper to getting to the A stream of Norwood Tech by the time I make the transition to get into what was called Leaving back then [Year 11] that's Fourth Year High to St Ignatius I was feeling pretty good about myself I started feeling like difference, I put those years behind me I never dwell too much on, with just a very sad to think we as a society need to be like that, we have this have to be discriminatory and harmful and all the ills of the world that I can put down to greed and selfishness, lack of respect for your mankind. A lot of what's gone

around the world is all associated with greed and just lack of respect and decency for all of us as human beings. So, I had made the transition, I was feeling pretty good, so I was in Leaving [Year 11], by the time I got to Matric [Year 12] I had to repeat Matric twice at St Ignatius to get into university, to do law. By the time I was in Matric I was made a school Prefect, by the time I got to Matric that's pretty, that's pretty good for making you feel good, so life had changed, life was good.

00:59:50 GG: That's quite a transition. Before we go on with the education, because I want to talk about university experience and so on. Let's go back about family life, once you move to Adelaide obviously the dynamics in the family changed from being on the farm, your family sort of interacted with Italians with non-Italians or and how did that sort of evolve?

01:00:21 SG: Well on the farm it was very much surrounded, with their group of Italians but that was very small it was only about four or five Italian families and outside that it was Mr. and Mrs. Baker, the station managers and their staff and they lived two or three kilometers away, with two little separate living areas on the farm, so that was my early childhood having both and being very happy with both. When I came to Adelaide, is from a social perspective was all about Italians because you didn't need there was so much. The Italian community was so big, so diversified, you could go to the Italian butcher, you go to the Italian grocery store, or you could go the Italian guy that sold the furniture, it was networking. So, mum and dad networked within that Italian community, so it's more about the Italians and that's when I realized, well not straight away by the time I was fifteen, sixteen, I thought ghee I wish I knew Italian, Italian rather than the dialect that we were known as most people here either would speak, a different dialect to us well not most probably, I'd say thirty percent might have been different dialect, actual dialect but most people had some form of Italian in them and they could speak, so I felt left out but apart from that was good is good interaction.

01:01:50 GG: Did you have a lot of Sicilians around you?

01:01:51 SG: The immediate ones yes, cos the family we finished up with three uncles like three uncles Sicilian and then there was a lot of other groups of Sicilians from either the same town or nearby towns, the Sicilian Club, so they network, they network one Sicilian to another so that kept it again within that community within the Italian Community.

01:02:39 GG: You tended to socialize with Sicilians?

01:02:46 SG: Yes, Sicilian and Italians from *Napoletane* [people from the region of *Campania*, Italy] and *Calabrese* [people from the region of *Calabria*, Italy] they were probably two dominant ones I recall but others as well very much about the Italian community, Sicily, the Sicilians and then others.

01:02:39 GG: Did you find that you were incorporating words from other dialects into your conversation?

01:02:46 SG: Yes, we did, we did do that, because as people *Napoletane* only if they could only speak *Napoletano*, predominantly *Napoletane*, you tend to adapt that, but I was always learning to try the word. Mum and dad sent me to Italian School I don't know how old I was twelve, I think thirteen when we first got here, I hated it and then I because again, someone likes to play in the garden and be outside and do physical things, rather than learn in the early years, until I reach that middle part of the high school. I didn't, I really didn't do it justice. I didn't learn a lot. I didn't try very hard, but afterwards I started realizing that I wanted to start to learn, whilst I'm not very good at writing Italian, now I can read it reasonably okay. Well, I can speak it very well.

01:03:36 GG: But did you learn that through school, or did you pick it up by yourself?

01:03:40 SG: Mostly by myself.

01:03:45 GG: Very good, talking about the interaction that you were basically with Sicilian and to some extent other Italians. What sort of celebrations do you recall as a family, what sort of, how did you celebrate certain occasions?

01:04:06 SG: The religious celebrations of Christmas and Easter would be the two big ones that stand out in my mind, New Year's Day was huge. We celebrated New Year's Day together as extended family wasn't just our family, it was wonderful times, family dropping in, the neighbors would drop in, the friends would drop in, we go and drop in to see them, and the whole thing started early in the morning, six o'clock of course, twelve thirty to one o'clock everyone would be in their own respective homes, with their immediate

families having beautiful feasts of a fantastic food the best of the best on Christmas Day, Easter, New Year's Day and then there was all the birthdays, there was we would go to *Festa Montevergine* other religious celebration up the churches. The religious celebrations would dominate outside the family celebrations and outside Christmas, New Year but when I tell you talking about the religious celebration. Each church had their own saint that would have a *festa* (feast) to honour and to celebrate and that's the sort of thing. I love the idea of all these people just dropping in. Like now your mate will say 'hi Joe, can I ring you?' "Hey Joe, how are you?" "Yeah, yeah good, I was thinking of dropping by tonight, is that convenient, I want to come by tonight?" "No, no, sorry, I'm busy, I've got something on." Now we make a time to see each other, whereas back then we just dropped. in, it was just a very different world wasn't it very different world.

01:05:47 GG: It certainly was so, were there any special occasions: was the name day more important than say the birthday or were they both celebrated?

01:05:58 SG: No, one thing we didn't do as a family to celebrate the name day was not something, we celebrated was more the ones I just said the main ones the religious ones and the birthdays.

01:06:14 GG: Looking at entertainment, obviously you were still in a situation where money was tight. What sort of entertainment were you exposed to?

01:06:29 SG: It was really all about family and family celebrations and going to the local church, have the celebration for the saint or another celebration at the church it wasn't going to see a concert or going to see musical or going to the theatre it was really very much around the family everything was about the family.

01:06:54 GG: Family orientated, now going back to your education. You managed to make the transition from a No-Hoppers to Matriculation [Year 12] and so on and obviously you got through your matriculation now ---.

01:07:12 SG: I had to repeat that, but I got through yes.

01:07:14 GG: You went into Law School, now it was incredibly difficult to get into Law School. How did you manage to do that from starting from a No-Hoper to Law School?

01:07:30 SG: I guess it's that humiliation that I was exposed to, that really shaped me, shaped me in two ways: One - in I wanted to do something, achieve something. And two - resilience cos going back to what I come from, was pretty bad to the humiliation, to the belittlement that I suffered, so it just really determined I just so determined. I dedicated myself, I would put more hours in mum and dad were kind enough and beautiful enough where they built my little den out the back, in the old garage. There were garages for everything, garage for the outdoor kitchen, garage for the tool shed. We had the old garage come shed. We did have the outdoor kitchen, but they dedicated little room down the back where I could study, I only little sleep out little bed, I can sleep on as well. I had my own bedroom, but it was a nice environment they could see that I was determined to study to achieve, just that determination, focus and determination I couldn't be succinct, back then I didn't know, I think was the hurt within me, the hurt, the humiliation that really focus me. I need to do something so here I am at Law School.

01:08:59 GG: Why Law?

01:09:03 SG: Good question, I guess we are who we are from a young age, there is certain attributes and characteristics and values and certain traits we will have as adults, but they start as, but they start with us when we very young, one of my attributes was I could talk, I was a good communicator, so if dad needed to go and buy TV he would take me to help negotiate to help find out the facts. What they were talking to the people and he taught me how to negotiate so I just thought it was a good fit Law, cos I thought law was about not about what's in the book, it's about how good you could talk so I thought, I thought that I just had a liking for law, but of course when I got there I realized there was what the British did two hundred years ago they became what you call precedents of our law. A neighbour has a dispute on the fence they go back and chase up what the cases have been for the last one hundred years and whatever cases have been determined the way they've gone becomes the new law now, there's legislative laws but back then we didn't have legislation of course, but now everything is legislation but the precedents of the law I didn't like that, didn't know what I was getting into everything was about precedence but guys wrong because he's just cut a tree

and throw it over the neighbor's fence the precedence that annoyed me a bit, it wasn't for me.

01:10:45 GG: What year did you enter into the Law School?

01:10:48 SG: Law School was eighty-one [1981], or eighty-two [1982] eighty-three [1983]. [Law school was 1971, or 1972].

01:10:58 GG: Now the Law School has the reputation for being a closed community and basically and in the seventies or up to the seventies was purely St Peters, [St Peters College] Prince Alfred orientated, how did you find the atmosphere in the Law School?

01:11:22 SG: I was very excited to get in, oh my God, I still remember that moment, certain things stay in your mind both good and bad. I suppose so excited to get in, I'd studied really hard, got there, was so exhilarating I think the euphoria of just having made it so rich in my mind, overwhelming now I knew I had to work hard, I kept to myself though I didn't get involved in the social side of it because I've got in I was a bit of a social animal a social person I knew that if I got involved too much in that I would not, I would not do well and then half way in my stages of Year One at Law School I developed RSI, repetitive syndrome injury. and so, I had to start taping classes, all the lectures were all very hard you had to look at a book and you had to play the tape, it was all very awkward, it was a challenge. After two years I decided it wasn't for me, I bailed out, broke my parents' heart, back in those days you are a doctor or your number one choice anyone can make, "oh my son's a doctor or my daughter's a doctor" ninety percent plus would have all been sons it was a very honour to the family. If you were a Lawyer was pretty good too but broke my parents' heart, I think I made them proud by the end.

01:13:05 GG: As that's one of the questions I had in mind, did your parents sort of influence you into going into law? Did they have an opinion about law as opposed to, I mean, I know the pressures I had put on me to follow certain career paths, and we know Italian parents are classified the professions and there's a hierarchy of professions like you said lawyers, doctors would be the top. How did your parents feel about it?

01:13:41 SG: No, I can't say I was pressured, they would talk about how good it was to be a doctor how much honour it is to be a doctor and they thought lawyers

weren't bad either so they talked about being a lawyer being so good great profession in their eyes it must have been that they liked it. It was more my own choice though I wanted to go and change the world, I wanted to right the wrongs, if I could put it that way, I thought it would give me the opportunity, but of course law is not about that at all.

01:14:16 GG: You had a sense of justice? Do you feel because of discrimination you felt as a child as a No-Hoper, did that have any influence about your choice of professions?

01:14:29 SG: Good question, good question, I think it must have. I think it the environment, the community environment of the Italians is pretty black and white there's no shades of grey. Drugs you don't do drugs that's crazy, this black or white everything was black or white, you don't speed it's wrong to speed, Is there a law-abiding citizen, our Italian community in Australia. I think I was surrounded by that, it's probably influential by what I've been through.

01:15:05 GG: OK, so you decided that law wasn't for you. In this story that you printed you talk about your experience in sales, and the influence it had on your eventual establishment of the Galipo Food Company. Can you tell me a little bit about going back to those days you used to sell the excess vegetables?

01:15:26 SG: Yes, yes. I can remember myself it was a warmish day and I was playing with my brother, as young boys you just want to get into mischief and play and kick a ball do all sorts of things, chase each other around the back yard and dad comes to me and says "Hey *Bastiano*," he called me *Bastiano* that's the Sicilian shortening of the word, not *Sebastiano* but '*Bastiano vieni ca'*' [Sebastian come here] come here he says "go and sell these lettuces," I said "*cosa coma dici*, what's he talking about" he says "go and sell the lettuces," I said "how much do I get a big bag of lettuces," and I had graduated to my own bike a few years before that, so he helps me load the bag of lettuces on the bike ties it down with string "how much" he says "whatever you can get for them but don't bring any home" I can remember the day. I thought ghee why me my brother he is bigger, he's older than me he can let him do it, I had the gift of the gab that was like we are who we are. I must have had a way with people. I can only assume that as a young boy, so I get out, I go to the first shop, I remember the corner shops back in those days with corner shops around the suburbs all around, so I go in there what do I do, I got to find out how much do you sell a lettuce for, so he told me I think it was ten cents, my dad's got these beautiful lettuces here I will sell them to you for

five cents, he said "show me," he bought some, I went to the next one he bought some, then forty, forty five minutes later I was back home. So I'm ready to go and play with my brother again, so we start playing, three quarter of an hour later, an hour later, he says "go and sell these" dad had, had a really good crop of lettuce in that year he loves to give it to the family and friends but everyone had them so everyone had good lettuce so everyone no-one wanted them, go and sell them was his idea to get me to sell them, I think he thought this is good *Bastiano* can sell these the excess fruit and veg that I've got and then he says to me I want artichokes and tomatoes and whatever he grew, I noticed him planting more and of course he's planting more a few more cash money on the side the cash money is good for us Italians. So, it started and again unbeknownst to me as a twelve to me thirteen-year-old here I am selling lettuces for dad and that happens for quite a few years and all of a sudden, I've developed this thing called sales. I don't know about it do I got no idea, so Law School finishes, what do I do, I had no idea. The local guy that I was selling Mr. Juicy Orange Juice, used to be home delivered back then, he was thinking of getting out retiring so, I had the money, all my life I worked in service station part-time jobs as a young boy so I had a bit of money so I bought the orange juice round and realized this thing called sales that's alright I can do it I wasn't afraid of people they're began my sales career the this thing called Galipo Food started from dad sending me out to sell the lettuces.

01:19:23 GG: That sort of gave you a taste for the sales pitch, how did you develop the skills?

01:19:33 SG: I didn't, I didn't think it was sales, I just thought I've got to sell these lettuces for dad, but I must have worked out a way that I asked the man, what dad said he didn't you didn't care what I sold them for, so I made them at a cheap price, but it wasn't long I got smart I thought hang on, I went back and week later and said they're ten cents now because they must have been selling for twenty, thirty cents at Magill, I don't know the numbers, they've gone up, dad says I've got to get ten cents otherwise I can't give them to you, that worked I didn't know what was happening something happened to your life and you can't identify it at the time but it's really understanding supply and demand isn't it. I got lettuce.

01:20:12 GG: Certainly, that's quite a feat for a young child.

01:20:17 SG: so that's how it happened so with the orange juices bit the same. The orange juice a bit different, the prices, is set we brought them from the factory so that was okay, and you had to try to get a minimum of so much, but it's a pretty competitive area, so I found a new market to sell the orange juice into. I stumble to that one as well I went to where people were working, back in those days it was lots of little production places like someone that made fencing, or balustrades, or some of that made clothing wear just like aprons, or something in little factories may have on sold it and household cause everything comes from China, back then we made most of your own so we had all these little, look I'm selling orange juice I got these beautiful four liters to take home it's worth eight dollars but wholesale, you can buy it for five dollars or whatever the numbers were about, that oh ghee that's cheap that's good can we buy some yeah absolutely ah where there's a small group of people five, six to twenty perfect for me so I develop that market I double the oranges business in six months.

01:21:27 GG: Again, that sort of gave you the skills and the confidence to move on to bigger things. I noticed you went to the business that didn't do so well.

01:21:44 SG: Yes, a story that was, that was straight out of uni (university), so I'm out of uni, I've just got married, no sorry the sequences this was after that orange juice is first no, no, no, uni then I go into the orange juice business yep, then I go into my second orange juice business and I've sold them at a profit, I'm doubling my money six to eighteen months, I've doubled my money, pretty good effort, wasn't a lot of money but it was all still relative wasn't it, the business only worth five thousand dollars a loaf of bread was only fifty cents back then whatever. I'm in between jobs, I'm looking for something, some friends of ours say get involved in to Amway (Multi-Level Marketing) so I gave it a go, didn't like, it didn't do good, I didn't do good at that, he had a business for sale a papier-mâché to make toys with, whilst I had the smart I also I was a little bit naive as well, this guy said you can be a millionaire this thing will boom, and how much do you want for it, whatever it was ten thousand or fifteen thousand dollars, again a lot of money back then, so I buy, it didn't realize it why was it going to be easy to make a million dollars why did he sell it to me. Anyway that was another experience of life, it's called Hobby Wood, Hobby Wood so with papier-mâché you could make sort of look like a wooden toy, you could shape it to make a puppet, or a head, all sorts of shapes and designs, I lost everything there, I've lost had to sell my house, no I didn't actually, I started to sell my house because I owed the rent I couldn't pay the rent, I rang up the landlord and I said Tom, I remember his name, I know I'm behind and I'm going to get by another month or so I have

just discussed with an Agent what's the value of the house, family house had a fair bit of equity, three quarters paid, small mortgage on it, I've got enough to pay you no problems, I'm sorry it goes back to the value mum and dad said, you'd never buy something unless you have the cash, the old Italian mentality, never buy anything on time payment, the only thing you get a mortgage for is your house nothing else, your car you have to save up the money and then you buy the car. I said to Tom I'm sorry this has happened. it's not working. This is not working. I've got to get out of it. I close the business down I need to sell the equipment which was not sellable. Tom says to me, son don't sell your house I've got to chase those bastards all around the country to find where they are cos they leave me with a year or half a year of unpaid rent and all sorts of debts and you're telling me you're worried about selling your house when you're only two months behind, take the for sale sign off your house, sell what you've got, you pay me whenever you can. Another formative moment in my life, and I said wow, and he was just by Railway Terrace in Mile End we're all that beautiful development is that's where the factory was, I said, you sure, and he said, yep absolutely, so anyway we sold it, we had two cars, I sold one car whatever it was worth, I gave him, I think one months' rent or whatever. Tom saved our house; I paid him took me a couple of years I can't remember what it was a year or eighteen months till I sold everything, a lot of the stuff wasn't sellable, so the machines were unique, but scrap metal guy came in, I got nothing for it, but I didn't have the ongoing commitment of factory where I was leasing the space. Yeah, Hobby Wood.

01:25:48 GG: Did that sort of make you feel that you got to be more cautious in business, or what lesson did you learn from that?

01:26:00 SG: Very much so, very much so, I think to be a lot more cautious, just to get savvy about the world not to trust and that statement comes back to my head all the time, I would have thought of the statement after, after the event, if this Hobby Wood thing was so good why did the bloke sell it if he was going to make a million dollars in twelve months why would he sell it to me for. I'm so very wary of people when people tell me they can make a lot of money. Do this do that if it's so good you wouldn't be selling it to me, you'll be keeping it. So certainly made me more savvy made me more aware to be more cautious not to worry about making too much money, that probably taught me more, it's more important to keep what you've got rather than, be happy with what you have, rather than what you might have

and also as life goes on you learn it's not all about the money, is it it's not about the money.

01:27:00 GG: It helps but it's not. --- .

01:27:02 SG: I mean we all need money to live but if you make money your absolute goal, you're going to get caught up along the way somewhere.

01:27:11 GG: True, how did your parents feel about all this, you going into business, you leaving uni (university) and so on?

01:27:19 SG: Take you back a step and then I'll come back to the question, start pumping petrol eleven or twelve probably twelve when I first started pumping petrol in the service station, back then there was a service station attendant, now you do it yourself, so I'm in my third service station I'm doing really well because of work ethic, I suppose the bosses pay me more than the others, dollar an hour or whatever it was back then as a young man, but he said don't tell the others, I was working, I was sweeping the floors, I was running out to the customers, I was doing good pumping petrol that taught me something as well, work hard, do the right thing you get rewarded because one boss called Jim on the Parade where I worked for the Esso service station on the Parade he taught me a lot, he'd ring me and say come here, come on Sebastian got to come into the toilet I want you to clean the toilet, he would slip me ten or twenty bucks (dollars) in the *missiduri* (pocket), go clean the sink for me, don't say nothing keep it a secret don't say nothing, that was like doubling the wage for that day or the two days that I was pumping petrol, it taught me good values, work hard you get rewarded. So, as I developed that, this thing about if I work hard, I'd get rewarded, started making me think about my parents would tell me that but now I can see it in reality, it was all coming, it was all building for me. So, what I went through with these businesses I was doing well. I always believed you got to do the right thing by people but if you do the right thing by people the right thing will happen to you.

01:29:12 GG: True, let's go back to, you got married, at what age did you get married?

01:29:28 SG: I got married in Nineteen Seventy-Eight, so I was twenty-six.

01:29:32 GG: Twenty-six, was she of Italian background?

01:29:36 SG: No.

01:29:37 GG: I know a lot of parents put pressure on their kids to marry within their own community. How did your parents react?

01:29:54 SG: I fell in love with Chris. Chris is my first wife, and I told my parents, mum was devastated absolutely devastated and forbade me, forbid me to continue the relationship, as I said I'm going to get engaged, dad was a little bit more balanced, he was always more the balance and mum would go off and get very black and white. Dad would be more, "*Rosalia* it is what it is he's falling in love with her," mum said "no, no I don't want her to come home I don't want him to bring her home," I said "you know what if you don't me to bring her home I won't but guess what you won't see me I'm not coming over either." That was a really bad part, but dad intervened because it got to the point where I was just going to move out of home, mum said she didn't want me to, then they reconcile, they got to know her, like her they very much liked her, Christine would, was very good to my parents as well, had a nice, nice understanding, nice rapport but it was very much an issue in the early days.

01:31:02 GG: was it because of the language? was it because of the customs or ---?

01:31:07 SG: Two things: one because she was not Italian, two because she wasn't Catholic, and they couldn't cope with not being Catholic.

01:31:17 GG: That's a double whammy.

01:31:22 SG: It was bad enough not being Italian but not being a Catholic, what are you talking about a skip (slang word referring to Australians), there's only one kind of people in this world there's Catholics and there's Catholics, but we all reconciled and moved on from that.

01:31:33 GG How did you meet her?

01:31:36 SG: Selling orange juice.

01:31:39 GG: So, through work. It's always interesting how parents react when you marry outside the community, so I take it you had children with her?

01:32:10 SG: Yes had 3 children, was with her for thirty-four years.

01:31:57 GG: The children did you attempt to teach them Italian, did you ---?

01:32:10 SG: Yes I did attempt to teach the girls Italian, I got three girls but my number two girl, Lisa, is special needs so can't cope very much, has limited mind capacity so it's hard enough to learn the English language, the simple things at school, she had to go to the special class, so my wife didn't like us sending the girls to Italian school, possibly because of her own non-Italian background, possibly, but also because the fact that Lisa really struggled and got confused if we started to talk two languages so we decided not to continue unfortunately.

01:32:59 GG: Did you feel at any stage because you married a non-Italian that you suffered in the process, in terms of the food you were used to, the type of living you were used to, the interaction with the rest of the family?

01:33:16 SG: Absolutely, all of that, the foods, the way of life, the culture, not mixing in the community groups, so I didn't go to a lot of community functions, didn't go to a lot of Italian type functions, so I ostracized, we became, when I say ostracized by our own making wasn't but welcome by our own making we didn't participate as much so we very much so.

01:33:43 GG: Was she willing to make the effort?

01:33:46 SG: to a certain extent was a bit hard because she didn't understand the language, didn't understand, at first she did, she made an attempt to learn and then after that she didn't take it any further, if you don't use a new language you lose it quickly, learn a second language you got to use it continually, the culture was different, people were different, it was all too much so we had a life, not around the Italian community.

01:34:12 GG: Did that make you feel---

01:34:18 SG: I didn't enjoy it, I didn't enjoy it all, I missed it, at first I was really okay with it but as time went on then it got to a point I would go to Italian functions by myself or I would go daytime functions when it wasn't couples going so I started, I started having my own Italian friends we'd get together Friday night drinks or for a Friday night *spuntino* (snack). I had some beautiful friends, *Serafino*, and *Pio*. We started a group of Italians doing the *Prosciutto Club*. We would get together half a dozen of us Italian men or dozen group of thirty, thirty-five, forty sometimes once every three or four weeks, we get together and have just a celebration of food and wine, everybody will bring something, some beautiful wine and be together for two or three hours that filled the void that I missed not having Italian...

01:35:12 GG: How did she react?

01:35:15 SG: it would have been hard for her, it was hard but, but she was supportive, she was supportive because it didn't involve her, it was away from the family life because it was just the boys doing that.

01:35:28 GG: Did she come from a family that was close?

01:35:41 SG: Close yes close but not very socially interactive.

01:35:42 GG: So, it was very different than what you were brought up?

01:35:45 SG: Different to the Italian culture yes, very different to the Italian culture.

01:35:47 GG: Was she Australian?

01:36:22 SG: Dutch, her parents came out here when they were young, and they adopted the Dutch way of life.

01:35:56 GG: My experience has been that is a great chasm between the Dutch and Italian way of life.

01:36:05 SG: Yes, yes very different lifestyles.

01:36:07 GG: So, I take it that eventually, you divorced her?

01:36:12 SG: Thirty-four years later she said to me she wanted to have a new life; things weren't working out for us.

01:36:17 GG: But do you think that the culture had something to do with it?

01:36:22 SG: I think it was just a whole heap of things, culture, my business life, my business aspirations. My determination to better myself I think that continued into my business life I went from bettering myself in education at school to bettering myself in the business world as well and the business life to become more aware, to become more knowledgeable, to become smarter in terms of what the business world was all about, so a combination of whole things we just grew two different people, she was a good person, I can't say there's anything bad we just grew apart, different worlds.

01:37:00 GG: I'm not trying to pry into it, I'm trying to see how culture played a part.

01:37:07 SG: Yes, very much part of the culture. But you then had the business aspect to that.

01:37:10 GG: Certainly.

01:37:12 SG: I was also very aware of, I would go out to a lot of engagements business engagement during the week, never on the weekends, never, I always had the family always had that strong Italian belief of the family.

01:37:24 GG: Yes, you still maintain.

01:37:26 SG: Oh yes absolutely yeah wasn't for that we would have separated maybe fifteen, twenty years earlier because of the fact that the difference would have been so much I was very much kept the family values.

01:37:38 GG: How do your girls relate to the Italian culture?

01:37:43 SG: Love it, loves the Italian food.

01:37:45 GG: They feel they are Italians?

01:37:48 SG: I think they feel like Italian yeah they love it, they love it, they would like to learn to speak Italian, they say a few words and learn a few words, they've learned the cooking styles, I think they're proud of it yeah they're proud of it they're proud of what exactly like I say I'm very proud to be an Italian I'm very proud to be Australian It's a wonderful, wonderful country, not saying it doesn't have its challenges, look every country has its ups and downs and it's challenges in life, but I love Australia and I regard myself, people say what are you, Italian-Australian so I'm an Italian-Australian, I'm both, I'm Italian-*Australian* not one exclusive to the other, love both of the cultures I have in me and that's how my girls see themselves.

01:38:30 GG: When you say you're Italian, what do you actually mean by being Italian, Italian way of life or you are emotionally tied to Italy itself, to its politics and so on?

01:38:47 SG: Not politics but everything else, proud to be born in Italy, Italian heritage, I'm proud of my parents, I'm proud of Italy as a country, I'm wonderfully proud of the Italian culture, Italian food, everything is about the Italian way of life, having friends around you all the time interacting people being together, everything the Italian life brings, I'm proud of that, but I'm also proud of Australia it does provide a wonderful opportunity to have a good life.

01:39:21 GG: Do you feel that it was a good move for your parents to move?

01:39:26 SG: Absolutely, absolutely.

01:39:40 GG: I don't want to dwell too much into, we should probably wrap it up, you documented the progress of Galipo Food in quite a bit of detail, so I won't cover that area. What I'm interested in, in some of the interviews that you have held in the past you've talked about Corporate Responsibility. I'm interested in that, that sort of concept is something very few people in business actually talk about.

01:40:16 SG: I'll quickly take a step back and cover that, I'll give you a synopsis of the Galipo Food. It started with nothing, I didn't have a lot of expectations, I just wanted to make a good living, get to that point it's starting to grow I need to learn about business world, I didn't know about balance sheets and financial

information, I didn't know about HR laws (Human Resources Laws, laws that govern employee and employer relations in Australia), didn't know about the Food Standard Laws (laws that ensure that food for sale is both safe and suitable for human consumption), so I'm learning, so it's been a wonderful journey of just learning and growing, and back to I didn't have a lot of expectations, it was just my expectations, just kept reaching my expectation was to earn a good living. I think my next goal was to have two or three trucks, got that, then I wanted an office and got that kept it all in context. I think of having a Corporate Responsibility but you also need to have a Social Responsibility and Social Mind not only to the community but to the staff that you work with, their I think has been a good factor, a key factor for Galipo Food in terms of being understanding of a Corporate Responsibility and Social Responsibility both the community and your staff means that you appreciate each other and I think one of the, there is a lot of evil things happening in the world isn't there, a lot of evil things, but why is that is it it's self-interest, it's greed, it's lack of consideration, lack of caring, lack of expecting someone else to have a good life as well, people want it all for themselves. I think that's bad, the question about Corporate Responsibility I've tried to exercise that with staff have a wonderful staff, brilliant staff, why because I've got this care, I have a thing called, we care attitude so at bleakest to say we care, that's like you are caring about me caring about us, caring everyone caring. So today I was late, I said "Sorry Joe I'm running late" rather than saying "I'm too busy mate you got plenty of time stuff you doesn't matter," yes it does, I said to Vicky (Sebatian's personal secretary) "please ring Joe I'm running late," simple thing it's a caring fact about each of your time is as valuable as mine, in fact in this case it should be more valuable you're doing this as a volunteer to try to help the community to get the history of the Italian people, this caring fact it is so important so if we do well, if anyone does well as an organization why not pay the respect, looking after and doing the right thing by the staff, the people that help you to achieve, why not give to the community who embrace the community to help the community who has a lot of, a lot of needs, there's a lot of needs support, lot of groups that work for disadvantaged people that work for people through no fault of their own, a lot of hardship in their life, where people trying to make the community better with a local soccer ground, or help the young kids go off the streets and not be involved with drugs, get them into sports or culture, I really think we have that, we all have that responsibility, not think I've not only themselves, whether it's just the extended family, and your friends, but just think about embracing them to help each other. An old man taught me once, I was young, I was a teenager, two people working together and supporting each other can give you the output, in work terms,

output often two and half or three men, two men working and pulling apart and not supporting each other and not working together and being selfish give you the output of far less than two. What a beautiful analogy, it related about work, so I've always remembered what some of these people that have guided me in the past have said, and that goes to Corporate Responsibility. Think we should share what we have because my company only needs enough to sustain itself, the important thing is to keep itself going, the directors of the company, my brother Bill, and myself that needs to we can support our staff that we can support the people, directly involved in the business such as our suppliers, our customers, but, when it's time for us to leave this earth we take nothing with us, and none of us need five houses to live in, none of us can drive two cars at once and none of us can really this very extravagant it makes our life any better, I choose to think not. I choose to believe that we got the journey of life, it's important to have good health, to try and maintain health, to have happiness, to have good friend, to be surrounded with a group of good family and friends and to enjoy life and to learn to smile each day. Once you have all that, you have enough to eat, have nice family, is nice to live in a nice home but you know what, but I can't live in three bedrooms at the same time and if I've got fourteen rooms in my home, fourteen, I can't use it all, eight, nine or ten of them are going to be closed, for just me and my partner, all for two people, but we get this idea the extravagance, wants more, and there lies the evil of the world. But we all want more, will want is not enough, and it gets worse, I want more at your expense, I don't care what you get Joe I don't give a damn just give me more, that is the wrong attitude (bang, bang, bang, on table) to this world and that's why we've got evils in the world we've got the evils of the world it's all around us.

01:46:50 GG: Do you feel because of your struggles as a child, poverty, struggles at schools and so on, has that had some type of influence of developing that attitude?

01:47:05 SG: I think it has, but I must pay credit to my parents, I think because they put good values into me, I remember the time, and I'll tell you a story goes back to the fruit and veg days and my dad's picking the tomatoes, is picking the peaches, of course at the same time of the year from our backyard and he says, "okay, look got a big bucket peaches and a big bucket of tomatoes we're going to visit *Zio Carmelo and Zio Carlo* today and we'll do *Zio Vincenzo* another time, get, sorted out, also I want these into three, some for us, some for *Zio*, so I'm there and I'm sorting them all out and dad comes along and he sees one bucket with really good ones in it, the best of the peaches and no

marks, the best of the tomatoes, and two buckets with all ones that are not so good, "what have you done?" "that's for us and that's for our visitors," he looks at me "what are you doing, you kept the best for us?" "yes, that's right," I can't remember how old I was, I was a young boy, I said "is that right" he said, he looked at me, waves a finger at me, points a finger, "remember this you always give the best to other people, make sure we do the right thing by other people." So, I guess that, that encapsulates my dad's values and my mum's values. So I've got to pay credit to my mum and dad, I remember the lesson about sorting out the tomatoes and the peaches, that has to have an impact on me where I've got a responsibility, it was more a value thing, I think it's a combination of both but what I went through certainly was also a bad time when you told you're not as good as the next human being.

01:49:07 GG: Could have gone either way again because if you come from poverty, you tend to value possessions even more so than people that are used to possessions.

01:49:21 SG: Yes, yes, and I'm very fortunate, we had done well as a business, my brother and I, Galipo Food is doing well, it's got a wonderful staff, got a good reputation, but again we base it on that principle of fairness, were caring, we care about our customers, we care about our suppliers, as well because without our suppliers we don't have anything to sell.

01:49:45 GG: Of course.

01:49:47 SG: So, we have to look after them so it's all about the does that answer your question on Corporate Responsibility?

01:49:52 GG: Yes, that extends to your support for the community groups such as the *Sicilia Club* and so on.

01:50:01 SG: We have about seventy, seventy-five community groups that we support.

01:50:08 GG: I saw the list.

01:50:09 SG: On a regular basis, and someone says but isn't it too much, yeah but thank God we can, thank God we're in a position to be able to support because the company is doing well so we owe it to support our clients, support CIC [Co-

Ordinating Italian Committee] and support *BENE* [Italian Benevolent Foundation managing Italian Nursing Homes] and support the Make a Wish Foundation and a lot of other clubs around the place I see it as been lucky. No, no, no but I feel lucky.

01:50:37 GG: They are very lucky to have that sort of support.

01:50:42 SG: No, I feel lucky, doing work, I feel grateful, I feel good and fortunate that we can do it because it means that other people are supporting us.

01:50:59 GG: True, One final question. How did your parents feel about your journey?

01:51:06 SG: Good question, good question, succinctly put and trying to keep it short. I was always a bit of a brackish as a young boy, brackish doing things, not uncontrollable, but hard to control, so I always had a strong willed strong determination but obviously what they were saying was rubbing off on me but it was a bit slow I was picking things up a bit slow, I go to university, well before that I was very proud of my achievements in relation to being prefect, to do well, I go to university, broke their heart, this was one of the saddest day of my life, when I had to think back to that, but it broke their heart because it was this thing the Italian family having the doctor as a son, or lawyer as a son is very prestigious, makes the family look good that would have been very hard for my parents to take, and then I go to this one of the things that I was able to swap jobs every three four, five six months, I've been in and out of jobs like I do swapping my socks in the morning, so I went for about two or three years until I got into this business, until the sales area where went from sales into business but in the end they were proud of me.

01:52:31 GG: Are they still alive?

01:52:32 SG: No.

01:52:33 GG: Did they actually see Galipo Food Company come to fruition at least?

01:52:40 SG: Yes, they saw the embryonic stage, mum unfortunately probably didn't, very early years she saw that, but she had dementia so probably her dementia set in and wouldn't have known too much of what was going on beyond

nineteen ninety-eight, ninety-nine, so it was in the early years of Galipo Food. Dad was fortunate enough to live to two-thousand and eight, he saw that development, that next ten years to what mum's or it started to grow he was very proud of me. I think from breaking their hearts and being very sad to being proud, but it is what it is. I did everything in good faith and I'm glad the journey is what it is, I love the journey, it's been a wonderful journey.

1:53:33 GG: Okay you feel you need to add anything?

01:53:39 SG: No. It's been, I've answered everything, you're amazing, you haven't got one note near you, you haven't got anything written down, you remembered everything by....

01:53:45 GG: Ah that's one of my qualities that of my memory.

01:53:32 SG: Your memory is phenomenal well, congratulations.

01:53:53 GG: I made, this is a passion, like everything in life unless you've got a passion you don't achieve anything.

01:53:59 SG: That's right.

01:54:03 GG: I had to overcome great obstacles in order to get to this position.

01:54:07 SG: Wow.

01:54:10 GG: My story is very interesting too but that's another thing.

01:54:12 SG: Another day, yes

01:54:14 GG: Another day, well thank you very much.

01:54:15 SG: Has someone put your story, recorded your story?



01:54:18 GG: I've actually recorded my story that's when I said my stories goes to about sixteen hours. I don't expect anybody to actually listen the lot, but there are bits and pieces in that story that are very interesting, not because of me, because of what I've been through. Thank you very much for your time.

01:54:42 SG: Alright thank you very much Joe, I really appreciate it and all the best.



APPENDIX

SEBASTIAN GALIPO & GALIPO FOODS HISTORY

PERSONAL BACKGROUND

My Father Santo migrated to Australia after I was conceived, but not yet born, leaving behind the rest of our family & seeking work & a better life for our family. Each month, he would send home most of his pay to Sicily to support his family. After 4 years of hard work, Santo had saved enough for the rest of the family to migrate to Australia, including myself as a 4-year-old boy. This was the first time that Santo had seen his son Sebastian & I have fond memories of meeting my father for the first time.

I grew up in a closed Italian community, (first on a farm in Tenterfield country NSW & then in Adelaide), causing my English, reading & writing to be very poor.

In the early years at primary school, it was a difficult time as there was a lot of discrimination against Italians & other immigrants back in those days. Other students called me a 'Wog' & 'Smelly' & wouldn't walk on the same side of the road as me. I had to walk alone by myself on one side of the road, while the other students were on the other side calling me all sorts of names, laughing at me & making fun of me. I sometimes still remember that very terrible lonely feeling. They had never seen my "rabbit food" (now fancy & very expensive lettuce & eggplant sandwiches etc etc). During this time my parents were working extremely hard to put food on the table. They were very poor. I was dressed differently to the other students given our lack of money & "unusual Italian Style" clothes that my mum would sew by hand. I got my first bike at the age of 11-12 by going to the local dump & building one bike from many other broken ones. Again, I was made fun of & was laughed at by the other boys (most of them who had the latest brand-new bikes) due to my bike being so strange with different colours & different models of parts all mismatched into one. However, I am incredibly grateful for everything that my parents sacrificed & the lessons that they taught me.

In my first year Norwood Boys Technical High School my teachers told me I was a “No-Hoper” due to my poor English; reading & writing & I was put in the remedial “No-Hoper” class. Our studies mainly revolved around learning simple English & Maths together with Technical Studies which at the time was learning about wood.

work & metal work & much of our time was outside in the garden & building rockeries around the creek. Myself & the rest of the “No-Hoper” class were continually ridiculed, laughed at and made fun of by the rest of the school community (approximately 800 students) for the fact that we were “No-Hopers” & useless as students. I was very embarrassed & ashamed of this & would rarely talk about schooling in my first year of high school. I never told my parents that I was in the “No-Hopers” class as if they had found out, they too would have been very ashamed & embarrassed, as in their eyes it would have brought disgrace to the family. I believe this had a profound effect on my determination, not only to prove my self-worth, but it also ignited within me a burning ambition to be very successful & prove to myself & others that I was not useless nor a “No-Hoper”. My father taught me the virtue of hard work, which thankfully drew me to a few very kind & helpful teachers who helped me to improve. During the first year of high school, I was so determined to better myself that I worked extremely hard & by the end of that year, I asked to be promoted to normal classes which was approved. In fact, I was the only student from the “No-Hopers” class who had advanced enough to be put back into normal mainstream classes. In my second year, I again worked extremely hard & was determined to keep on improving & together with help from my teachers & also the headmaster at the time (Mr Dowdy, who helped me with one on one tuition after school) and also with the guidance & extra help of Father Zerafa, the St Ignatius Priest, I had improved again to be put into the A stream for third year high. After this achievement & with the help of Father Zerafa, I was fortunate enough to be granted a scholarship to transfer from Norwood Boys Technical School to St Ignatius College at Athelstone. As my family were very poor, St Ignatius College did not charge any fees for the entire time that I was there. I had to repeat Matric, so I was there for three years & in the final year I was a Prefect. I would like to pass on my gratitude & thanks to St Ignatius College for their impact on my life.

After studying Law for two years (which I found very difficult), I wasn't enjoying it & didn't feel that tertiary education was for me so I fell back to a sales job as I had a good grounding in sales from selling my dad's lettuce & other vegies from his garden as a 12-year-old boy. My dad would grow more than we needed & instructed me to go & sell the excess to corner delis & stores. I still remember the first lettuces I sold (I got 5cents each for them).

This was to supplement the family income. I found this very scary at first. As I became more successful at selling my dad's excess fruit & veg, he would grow more. I was forced to challenge myself & think of new ways to sell more volume of my dad's home grown produce. After a few months I became more confident in dealing with people & more savvy in the selling process. It wasn't long before I could outsell what my dad could grow in our family's home block of land. My parents were extremely proud of me that I could sell the excess produce that my dad grew. Little did I know what impact this experience would have on my life. I believe it was one of the most influential factors in the success of starting up my business as it taught me how to handle people & about the selling process.

This grounding proved extremely useful after leaving Uni when I took over a home-delivery run for fruit juice, doubling sales in the first six months. I sold the orange juice round & started a completely new business called Hobby Wood (a papier-mâché modelling compound for toddlers & kindergarten children) after being convinced that this would be the next big thing.

Unfortunately, it did not work out & I nearly went broke in the process. To pay the landlord where I was running my Hobby Wood Business from, I started selling personal assets, such as our wedding gifts. My Mum & Dad never knew of the financial difficulty I was going through. I was very poor at the time & couldn't even afford to buy lunch, so I would conveniently pass by Mum & Dads house sometime between 12 & 2pm where I knew my Mum would give me a good feed. Eventually we had to put the "for sale" sign on the family home. I explained to the landlord that my business had failed & I had no money & a number of small debts including his rent, but not to worry as I was in the process of selling the family home. Amazingly he said as I had been honest & he appreciated that I had not tried to get out of the rent debt (as many others had done), he told me not to sell my home & let me off from paying the last of the remaining debt.

Other jobs that I tried before starting Galipo Foods included a rubbish collector, duty manager for a pizza chain, sales representative, hotel manager & owning 2 inner city snack bars.

GALIPO FOODS

After the experience with Hobby Wood I went back to what I knew best, which was selling. I had come across a yiros meat company when I was previously selling orange juice so I approached them to start selling the yiros meat to take-away food shops & lunch bars. At first, I started working for them on a salary. After 6 months I said to them that I would only stay on if I could start my own business by buying the yiros from them & on selling it. They were very keen to keep my services as I had been very successful. I soon saw an opportunity & realised that extras like sauce or cheese was the key to a new distribution model as a 'one stop shop' supplier. As a result, Galipo Food Co was born in 1983. I became one of the first distributors to start the 'one stop shop' concept, which was a new idea at the time as most food businesses were buying from many different specialist distributors.

My burning ambition in 1983 was to have five or six people working for me & a few trucks. My dream & goal was to grow my business to sell one million dollars' worth of stock. At the time I believed that if I could build my business to be selling one million dollars' worth of products, I would have reached a very high level of self-worth & proven to myself & all those around me that I was successful.

However, now that seems very insignificant but back then it was very important to me.

Without sufficient capital for a dedicated premises or staff, I took out a personal loan & started the business with a few domestic fridges/freezers in my home garage, whilst using a one tonne truck with a large esky for delivery.

In those days, all sales were via “Van Selling” (that is loading up your truck in the morning & taking the orders at each customers place & delivering it on the spot). After I finished “Van Selling” for the day, I would change into my respectable "Sales Reps" clothes to canvas for new customers.

Slowly but surely the product base grew from the initial 2 products, although it was challenging as many of the major suppliers did not want to deal with such a small distributor. I knew it was a key part of establishing my business to keep growing the product range & become a ‘one stop shop’ distributor. In some cases when a major supplier did not want to deal with me (I was such a small business), I had to find an alternate supplier & work extremely hard to penetrate the market to a point where the major supplier could no longer ignore me & wanted me to stock their products.

At certain points in the business, the effort to grow the product range has backfired. One example was I took on a new drink where we had to pre-order 5 shipping container loads but then the market changed & it was almost impossible to sell ending in a long, protracted legal battle causing financial hardship to the company.

In about 1989-90, our competitors were jealous as my business was growing very fast & one of our competitors started a rumour that we were going broke (hoping to knock us out of the market), causing many suppliers to shorten the terms on us which nearly caused us to collapse. Thankfully the suppliers got together & decided (after having a meeting with myself) that there hadn’t been any reason to shorten my terms & the major ones said that they would revert back to normal terms. That was an extremely difficult time in the company’s history & again an experience of which I learnt a lot from.

After humble beginnings in 1983, the operation quickly outgrew my home double garage with domestic fridges & freezers (now approximately 10 of them). For extra space, I leased a cool room behind a butcher shop in Magill.

In July 1983, I hired my first employee, Cousin Robby Costanzo as a junior to help with deliveries. Robby was a very shy young man & at that stage had only worked in a dirty timber factory. I have seen Robby grow enormously over the years, from a shy quite young man, he has developed by having his own “Van Selling” round, then taking over fleet maintenance & other responsibilities of the company & now oversees our entire warehouse & distribution operation after more than 30 years with the company. In 1988 my brother Bill gave away a teaching career to become a partner & together we bought our first warehouse in Stepney. I really appreciate Bill’s decision to make such an enormous change in his life & his help has been incredibly valuable. In 1994 we became a member of Countrywide Australasia who are a private Australian buying group with a current turnover of approximately \$3 billion which give better buying power to approximately 100 independent foodservice distributor members across Australia. I was asked to be on the board in 1994 but resigned in 1998 due the extremely rapid growth of our company, I found it difficult to do both. I was asked again to re-join the board in 2000 & was elected Chairman of Countrywide from 2003 to 2009. In 2008 I helped start the Countrywide Super Group. This has been very significant in helping Galipo Foods & the other larger

members within Countrywide get better deals from suppliers due to the larger buying power of our businesses.

This was very unique at the time & the following year Countrywide won a marketing award from FSAA for the inception of the Super Group. I have since remained as Chairman of the Super Group & on the Board of Countrywide. My experience both as a director of Countrywide Australasia & then subsequently as Chairman, has proven invaluable to me as I learnt a lot about the industry, about business in general, how to handle people, how to delegate & I also made a lot of good contacts with National Managers of our Suppliers. This experience, together with the contacts that I made has proven to be very valuable to our own business in subsequent years.

In 2002, with our warehouse in Stepney nearly overflowing, we purchased our existing distribution centre at Dry Creek, purchasing more land than was required at the time. Since then, we have we have acquired 5 lots of land & warehouses adjoining our premises which has been very beneficial during our fast expansion over the past 10 years. If it wasn't for that decision, we would have had to re-locate again well before now & it has put us in a good position today for future growth. Up until this point in 2003, the majority of our business had been with independently owned outlets (takeaways, cafes etc). From early on we had to be extremely customer service focussed & very reliable as these customers could change to the opposition at any time as they are not locked into any contract. As our reputation grew, opportunities arose for Contract QSR (Quick Service Restaurant) business forcing several expansions to our current facility. Over the past 10 years, we have experienced both consistent & rapid bursts of growth. We gained exclusive rights to supply Barnacle Bills in 2004 (21 stores), Domino's Pizza in 2008 (33 stores), Spotless Catering in 2013 (\$6 Million worth of Sales) & Subway (116 Stores) in April 2015 with annual revenue growing by over \$40 million over the past 10 years. The contract business has brought new challenges with different requirements including different procedures for the specific contract, different ordering portals & unique reporting requirements. Due to our focus on service & quality staff we have done very well & got a very good reputation from our contract customers. We try to deliver excellent service but within the structure of the contract. E.g. we structure contract business with set delivery days & minimum order quantities so that we can run the business as efficiently as possible.

During the years 2005-2007, after going through a fast rate of growth & growing to a much bigger size than what I was used to (in terms of the total sales of the company & the staff that we had), the company went through a very difficult time financially due to high levels of inefficiencies together with the infiltration of some staff who had a bad attitude & a bad culture had crept into many areas of the business as we needed to hire staff quickly during our rapid growth. We had staff that were pilfering & giving away stock no charge as well as lots of damaged stock & damage to the premises. Many of the new staff were either not trained properly in our systems or chose not to follow them.

Some customers had even found out about a loophole in our system which allowed them to place an extra “add to” order & get the stock free of charge. It was a very bad time for me, both emotionally it was very stressful & financially as I had to put my own personal capital into the company to get us through that period.

They were very bad days. I can still remember not knowing whether we would survive & not being able to sleep at night. It took an enormous effort from myself to get involved at a micro level in all areas of the company to re-structure & setup new systems & standard operating procedures & to ask all of our supervisors & managers to enforce them strictly. This was a very time consuming, difficult & very stressful time in my life which led to having major heart problems & in April 2007 having 4 heart bypasses.

One positive of the difficult time is that I realised that I could not oversee every aspect of the company & made the strategic decision to become more professional with a full management team. I put more emphasis on management, rather than me overseeing everything. I made some important changes in my senior management as well as adding assistant managers to many of the senior managers who could specialise in certain areas & also be a backup when the other manager was on leave. I always make a point however to split up the duties of managers so there is a clear point of responsibility & no double up or inefficiency of tasks. I asked Darren Grosser, (who had just graduated at uni in 2006) if he could take up a role assisting Robby & overseeing the systems, HACCP & training in the warehouse which was one of the areas we were having the most challenges with due to the growth & new staff. In 2009 I appointed Darren as Business Manager for the company after a period of time as my P.A. I had to learn how to delegate more & more duties as I juggled the growth at Galipo Foods & being Chairman of Countrywide. This was not easy for me at first. It is one’s nature to want to keep overseeing & managing all facets of the business oneself. However, I found that I physically & mentally could not cope with the enormous responsibilities of overseeing both Galipo Foods & being Chairman of Countrywide. During this time, I not only learnt how to delegate, but quickly mastered the art which has been instrumental in allowing myself to oversee the business in a macro sense & allow my managers to manage their various departments & responsibilities. However, I have one saying which I embody myself & share with all my managers which is “Don’t expect, if you don’t inspect” which has served me & the company well.

In 2013, I appointed Nathan Narayanan as General Manager. This was the first time I have had a General Manager & it was not a decision I took lightly. Nathan had started in the warehouse when he was studying accounting at Uni & I had promoted him through various senior roles before offering the role of General Manager so I knew that I had complete trust in his ability & ethics before appointing him to this role. Nathan has been instrumental in implementation & changes required for new contract customers & bringing new levels of efficiency & technology into the company. In a study tour of the U.S. approximately 6 years ago I identified a new trend coming with voice picking & barcode scanning technology.

I decided that we needed to embrace this new technology & Nathan has recently implemented this into our warehouse & in September 2016 we became one of the first Foodservice Companies in Australia with voice picking technology. The current improvements to our picking have helped us further improve accuracy rates to customers. When we took on the Subway business in April 2015, we managed to take on the extra 116 stores with only an extra 3 trucks (38 trucks at the time) & with only a few extra staff. This has been an enormous achievement & a testament to Nathan's effort.

I had not had any formal training in running a company & there were many new challenges that I faced at each stage as the company reached \$1 million in revenue & grew to \$5M, to \$10M, to \$20M & the dynamics today are very different at \$100 million in revenue given the size of the company. A trend over the past 20 years has been rationalisation in the industry by large national & international companies with only 4 of the original 14 broad range foodservice distributors in SA remaining & we are the only one from the original group that is still SA owned. Thankfully our ability to grow, invest in passionate people, help them to grow, be challenged & flourish in key roles has given us the opportunity to not only survive, but thrive as an independent family-owned company. It was with great pleasure that Galipo Foods won the 2014, 2016 & 2017 FSAA (Foodservice Suppliers Association of Australia) National Distributor of the Year. The only company to win the award this many times. We have also won 2014, 2015, 2016 & 2017 No. 1 Distributor in South Australia.

CUSTOMERS & COMPETITORS

Galipo Foods are a 'broad range' foodservice distributor, holding over 6,500 different products as a 'one stop shop' supplier for the foodservice industry. We specialise in supplying great service & competitive prices to a wide range of customers in the South Australian Foodservice industry. With 44 HACCP accredited freezer/chiller/dry goods trucks, we aim to provide accurate, on time delivery to our customers.

Our target market includes Cafes, Restaurants, Hotels, Caterers, Aged Care, School Canteens, Fish & Chip Takeaway, Pizza Bars as well as contract customers. Contract customers include Dominos Pizza, Barnacle Bills Restaurant Chain, Subway, Spotless Catering, Hospitals, Mines & more.

Our competitors fall into two categories:

“Broad range” distributors carry a similar number of products & usually have identical products. There are three other broad range distributors in South Australia which are PFD, Superior Foods & Bidvest. PFD & Superior Foods are National Companies & Bidvest is a South African owned company.

“Niche” distributors specialise in either a unique or specialised range of products or a specific customer category & there are many niche distributors in South Australia including Global Food & Wine, Festival City, Sienna Foods, Omega, John Lewis, Cappo Brothers, Foodmont, Conga, Holco, Essential Foodservice and Best Foodservice.

FINANCIAL GROWTH

I didn't have a lot of money when I left university & got married shortly after. With a family on the way & after nearly losing everything with the Hobby Wood business, I approached the Bank of NSW & got a \$5,000 personal loan as personal loans were easy to get at the time. A business loan would most likely have been rejected due to insufficient capital & no business plan (I did not know what a business plan was at the time). I told the Bank that I wanted to buy a vehicle and pay it off over 5 years. I did buy a vehicle but it had 6 wheels & was a little one tonne truck that I could use both to deliver goods & to drive myself around as a second vehicle. When the Bank manager found out he was furious, however I insisted I did not mislead him as I did buy a vehicle that I used as both as a second family vehicle & a means of earning an income. I had paid off the loan within 12 months. In 1988 Bill Galipo came into the business & brought a further injection of capital which was incredibly useful.

Financial growth has been very very tough at different times & different stages. I didn't know much about accounts in the early days however I had a feeling that our previous staff member wasn't managing our accounts very well. I organised for that person to have a 2-week holiday in Singapore (which the company paid for) & got a temp in as my way to check & see how it was running. I had the good fortune for someone called Diana Heard to come as the temp. Little did I know that Diana would run our accounts department for the next 29 years. She taught me valuable lessons about cash flow & that we weren't being strict enough with our accounts. We had the assets, the stock, and the value of the debtors, however we were struggling to pay our creditors as we weren't being strict enough with the payment terms of our customers. These days we are very strict with all our accounts & the terms that we give. We have a system that if a customer is late with their payment, we very quickly stop supply (even if they threaten to drop us) in order to not increase our exposure. Rather than offering extended terms, we prefer to offer 14-day terms or COD payments which means we remain cash flow positive with our suppliers which has helped us to maintain growth.

We have had three major warehouse expansions whilst at our Dry Creek premises & are organising another at the moment due to the extra volume taken on by the Subway Business. We have recently added another dry storage warehouse & are finalising a plan for more chiller & freezer space.

KEY QUALITIES FOR SUCCESS

In our industry there is very little that separates us & the other broad range competitors given that they carry the same products from the same suppliers & it is an extremely competitive industry. Although it is often the little things that can make a big difference. One of our distinguishing features has been our ability to hire & train staff who care about what they do & allow these people to excel & grow into new roles within the company. This has been an enormous advantage for Galipo Foods. All of our management roles are filled by people who have started in other less skilled roles, often in completely different departments of the company & have grown into a leadership role including our General Manager, who started with us picking orders in the warehouse while he was studying accountancy & then progressed through a number of senior roles before being appointed as General Manager in October 2013. Darren Grosser started loading trucks from 5-9am before going to Uni, after he finished his study he started a role assisting Robby with our warehouse systems & training & was then promoted to my PA & is now our Business Manager & plays a very important & senior role within the company. There have been many other examples which have been crucial to our success. Some of these include George Toumpas who started “Van Selling” for our Juices & Drinks division & is now Sales Manager. John Tsouvalas started in the warehouse, then driving, then Sales before being made Sales Manager then Sales Director. Jean & Karen both started in telesales & now oversee the department. Lucky started loading trucks & has grown to be Warehouse Manager. Jack Unger, started as a driver, then was promoted to Assistant Warehouse Manager & is now Driver Training Manager. We currently have 24 current staff members have been with the company for more than 10 years with 4 staff over 25 years. I believe in finding great people, treating them fairly & at the same time having high expectations. Sebastian is very proud of his wonderful & loyal staff.

One of the problems with the modern world I believe is it's often me & them rather than us. I care about the wellbeing of our staff & believe the company must look after its staff. As in turn, I also strongly believe the staff need to be committed & care for the company & so to must the company help & support its staff members. We have a unique initiative for staff which is a fortnightly food hamper made up of fresh fruit & veg & an ever changing mix of food products for the staff to take home as well as fortnightly staff lunches & a fuel privilege in the pay to help cover petrol costs. The fruit & vegetable hamper is worth \$120-\$150 per fortnight. There are three levels of fuel privilege which begins for staff after 6 months of service who receive an extra \$260 per quarter, after 18 months it is \$455 per quarter & after 5 years of service, each staff member gets \$650 fuel bonus per quarter. These initiatives cost the company many hundreds of thousands of dollars per year, however it has great benefits not only for the staff but also for the company in keeping high quality staff that care about the company & perform at exceptionally high levels. We also encourage & financially reward staff with Coles/Myer or Petrol vouchers for any good ideas that can help the company improve.

I also believe in building genuine, long-term relationships. This principle has been installed in our sales team. If a customer decides to leave due to an offer for better pricing, we often find that the customer returns a few months later when they are unhappy with the service. I also instruct the sales team to be fair with customer pricing. It is better to give a customer fair pricing & keep the customer long term rather than trying to make a short-term profit. We also build strong relationships with local & national supplier managers & do not take on new suppliers without considering the relationship with have with current ones. This has served well as we have the ability to negotiate better deals & marketing spend.

As we have expanded our warehouse, we have always kept some space to allow us to buy up on certain deals or meet certain supplier targets. Many other distributors do not have space to make the most of these deals. The industry & suppliers have become very focussed on meeting targets to receive rebates. This has become crucial to maximise profitability.

One of the reasons we were successful in the early days is that we were one of the very early businesses to develop a 'ONE STOP SHOP' concept which allowed customers to purchase the majority of goods from us & eliminate 2-3 of their suppliers. We have continued to develop the concept this year by introducing Fresh Milk & Fresh Fruit & Veg. Feedback from customers is that they appreciate the convenience & quality. Both categories have enormous challenges. As the Fresh Milk is manufactured interstate, we need to buy large volume to keep the freight costs down but cannot buy too much due to the short shelf life. Fresh Fruit & Veg is very difficult due to constant price changes & temperature storage to make sure the customer gets good quality product. We get stock fresh from the market each morning rather than holding stock from a day or two beforehand.

We develop niche markets through product segments such as Smallgoods as well as the school Canteen market with dedicated school sales representatives & specialised school products which has grown into a large category for us over the past 20 years. We have also focused on small community sporting clubs which has been an under serviced category in the market.

One of the factors that has allowed us to grow at such a rapid rate, has been our ability to look forward & invest in our future, always upgrading our fleet of refrigerated & frozen trucks, upgrading our premises, investing in new technology & training our staff. As mentioned earlier, we became one of the first foodservice companies in Australia to have voice picking technology. Looking forward, our next major technology improvement will be GPS tracking in our trucks which will gain efficiency in distribution & we also want to use it as a measure to give more visibility to our customers as to when their delivery will be arriving. This has allowed us to grow & survive against the major players & continue our focus on operating as efficiently as possible in the marketplace.

Over the past 5 years we have held Galipo Foods Expos at the Adelaide Entertainment Centre & have invited all of our customers to come & sample the latest products from our supplier. This is a point of difference as no other distributor in SA is such a substantial expo for their customers or suppliers. Many of the suppliers have told us it's the best expo they have been to (not only in South Australia but in Australia).

AWARDS

Some Awards Include:

Voted Number One Foodservice Distributor in Australia for 2014, 2016 & 2017 by FSAA (Foodservice Suppliers Association of Australia) at their National Awards of Excellence. This was an excellent achievement as there are approximately 400 Foodservice Distributors in Australia & as Galipo Foods is a South Australian Family-Owned Company who distribute products only in South Australia, we were very proud to win the National Award. We are the only company in Australia to have won the award this many times.

We have also won many FSAA awards in previous years for best distributor in South Australia including 2014, 2015, 2016 & 2017.

Awarded Best School Distributor by ASCA (Australian School Canteen Association) in 2013, 2015, 2016 & 2017.

Voted Number One Distributor for Dominos Pizza for Australia & New Zealand for 5 years in a row based on service levels of extensive KPIs collected by Dominos.

In 2014 Sebastian received the "Chairman's Award" from Countrywide for services to Countrywide & the Industry

Sebastian was nominated as one of four finalists in the 2015 Ethnic Business Awards which receive over 700 applications yearly.

In 2017 Sebastian was nominated as a finalist for the Entrepreneur of the Year Awards.

Sebastian was inducted into the FSAA Hall of Fame in 2017 for his contributions to the Australian Foodservice Industry.

In 2017 Sebastian was bestowed the honour of Cavaliere by the Italian Government in recognition for services to the Italian Community.

BUSINESS FUTURE

My vision is to keep growing our level of service to the customer. After achieving the Number One Distributor in Australia, my goal together with the goal of our managers & our staff is to win the awards again. I want to retain & go even higher than the level of service that helped us win these awards.

As Managing Director, I am spending more time giving guidance & being a mentor to the senior managers & helping them improve their business skills & acumen. I will continue to encourage growth of the staff within the company as well as insisting on high standards of work from every staff member. Staff must come to work wanting to achieve at a high standard & have a high level of integrity with their work & in turn, I expect our company to look after our staff.

I insist that all staff must understand & follow our systems & procedures as this is crucial with so many variables & moving parts to the company. At the same time, we encourage & financially reward staff for new ideas & improved procedures & have built this into our culture along with an ability to embrace constant change. I believe in training & promoting good people as I have done with Robby Costanzo over the past 35 years. We put a lot of importance on training all staff from within & with external courses where applicable.

We are currently expanding our distribution reach into further country regions of South Australia. In 2017 we expanded our distribution to Pt Augusta in the North of the State & Victor Harbour in the South of SA now with a total of 44 trucks. There will be opportunities for Galipo to continue to grow our reach & ability to service more customers in the country areas.

Our ability to continue to bring new technology into the business over the next few years will be crucial to reduce rising overhead costs & become more accurate at delivery for our customer. It will also bring new opportunities as we can handle different requirements & requests from large contract customers. However, as we have had spectacular growth over the past 10 years, my focus is on “strategic” growth that fits with our overall strategy of adding value to the customer, rather than growth for the sake of it. I am careful about growing too fast without the right skill level & capital. One of our strategies is to have stable growth with good cash flow & sufficient financial resources to sustain our growth. We are very conscious of the importance of having enough cash flow & Nathan & myself keep a very close eye on this.

COMPANY CONTRIBUTION

I have had a strong affinity with the Make A Wish Foundation since 1990, raising in excess of \$200,000 over the past 35 years.

Galipo Foods has also had a strong involvement with the Anti-Cancer Foundation, Ronald McDonald House, PISA, SCOSA, Italian Carnevale festival, the Cudlee Creek CFS, upgrading local community halls, the Italian Benevolent Foundation for aged care, the Greek Glendi Festival, the Sicilian Club & many other local sporting & community clubs.

We get a great many requests for donations & whilst we cannot help out in every case we try very hard. Over the past financial year we have made approximately 65 donations to 55 different charity & community organisations with an approximate value of \$55,000.

A real highlight for myself is a Christmas lunch that I hold at my property each year for elderly people from IBF, which is the aged care facility where my father attended. When I started the lunch in 2002 he had 30-35 people attend, however it's grown in popularity with now over 200 people attending spread over 2 days to allow more people to attend.

The work we do with charity has been incredibly rewarding & I hope it has been an enormous benefit to the different charities. I also get a lot of satisfaction in the growth & development of our staff such as Diana, Darren, David, Nathan, Jean, Karen, John, George, Robby along with many more staff. The thanks & sincere appreciation I get from the staff as well as their family members in regard to the staff hamper, staff lunches & fuel bonus has been very rewarding. It has been incredibly humbling to be able to impact the lives of these different people over the past 35 years.

BUSINESS ADVICE

Due to the lack of training that I've had, there has been a lot of self-training & correction in my strategies & my management style for the business. Due to the business starting from nothing & growing to where it is today, there have been many times along my journey where I have not known how to handle the dynamics, issues & staff as the company has grown. However, I have learnt in the past & keep on learning to this day in the way I run the business & adapt to the changing environment of a large independent family-owned company as we keep on growing.

If I were asked to give advice to another business owner, I would suggest:

1. Have a Dream And follow it Have a Go: No Regrets
2. Have Great Self Belief and Confidence in yourself
3. Have Commitment Never, Never, Never Give Up Work Hard No Problems: Only Challenges
4. Make time for your Family and Friends (Don't let this slip to the bottom)
5. Staff:
 - Choose the right staff (your Culture)
 - Paint for them "The Big Picture: Empower Them".
 - Catch them doing something right.
 - Be Tough But Fair And Reward them
6. Customer is King:

- Build your business on Genuine Great Customer Service
- Be Different to your Opposition: Think outside the Square
- Customer mistakes Fix quickly (This will impress them)

7. Create Niche Markets

8. Never build your Business on being the Cheapest Price

9. Be Profitable:

- Know your Real Costs
- Manage your Cash Flow
- Be Efficient: Drive out Costs

10. Make Business decisions quickly / React Fast

11. Work on your Business not in your Business (stand back)

Your Role: is to give Vision and Leadership

12. Analyse and Measure your Business Success (KPI)

13. Re-invest Profits in your Business

14. Seek Advice

15. Live with Passion Have Fun and Enjoy Life!

Based on the principle from my dad, I've been able to work extremely hard but also enjoy the working environment & the time with our staff. One of my values is to never ever ever ever give up & to keep trying. I believe in being strong, but fair & that everyone has the right to have a good life & if they are willing to work hard, they will be rewarded. If we work hard & smart as above, I believe we "create our own luck". If you're going to do something, do it at the 110% level, full of energy & with a smile & expect 120% reward. I have a philosophy of win-win for our staff, customers & suppliers. I don't believe that a business is just about making money. I believe in rewarding staff who work hard & contributing & supporting our community.

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