



## **If You Give While You Live.....**

- *Al E. Bavry, President Emeritus, Kimal Lumber*

About a dozen years ago, one of our contractors built a unique home in a fifty-acre orange grove in Ona, Florida. Quick test...How many of you know where "Ona" is? Anyway, this home had many unique features. It was a beautiful home and setting in the middle of this old citrus grove. So, the owner was Ed Lowe and his wife had orchestrated and built this unique home. By the way, "Ed" was the inventor of Kitty Litter! Story goes, our salesman, J.J., had seen a framed copy of the check Ed got from Ralston Purina for the patents and three plants that made up the Kitty Litter. The check was for several hundred million dollars...So, Ed wasn't into clipping coupons!

After this home in Ona was finished, all trades were at a barbecue that Ed put on at that house, to thank everyone who had participated in its construction. Ed gave a short speech, and yes, he thanked all for helping to bring their dream residence to fruition. But as he wrapped up the "Thanks," he came out with a one-liner I'll never forget...Pretty much verbatim, he said, "I've lived with this philosophy all my life...That is...If you give while you live, you'll know where it goes!" Wow! One of those profound comments I'll never forget.

Ed has his philosophy and he certainly walked the talk...He was a patron of the Arts...He gave a lot back from a charitable standpoint...He helped families in need. I'm a little hazy on this, but he had a type of formal "Young Leaders Mentoring Program" that I think was pretty extensive and successful...And much, much more of "giving back."

Unfortunately Ed Lowe and his wife had only settled in that home for a few years before he sadly passed away...But I know, leading up to his death, much of "who he was" was "given back"...While he lived! What a legacy. So, my message of the day and a question. If you're reading this, you're obviously still alive! Are you giving back? And it ain't just about money...What have you learned in our great industry that you can pass on to sons, daughters, associates, customers, family...et-al? What wisdom have you gained that should be shared? How unselfish are you when the local charity that you support comes up for help? What do you impart to that smart-as-a-whip grandchild...that he/she can only get from Grandpa!? And it goes on...

As you impart some of yourself, and then...often, days, weeks, or years later...you realize those wise words given, had been funding someone's dream...whatever... even actually had a life-altering impact! Maybe even forever changed lives. I can't end this any better way than to repeat Ed's words: "IF YOU GIVE WHILE YOU LIVE...YOU'LL KNOW WHERE IT GOES!" Can't improve on that one...