

ROTARY VOTARY

The Rotary Club of West Chester

District 7450

www.WestChesterRotary.us

Week # 5 August 1, 2024

CLUB MEETING ~ July 25, 2024

Minutes by Matt McKeon

Call to Order by President **Catherine Friedman**

The Pledge of Allegiance was led by **Steve Brown**

Invocation from **Michael Karwic**



VISITING ROTARIANS / GUESTS

There were no visitors at this meeting - been a long time since that has happened.

BIRTHDAY

Bob Frame, after making sure we didn't miss any other birthdays lately, led the club in singing Happy Birthday to **Patty Jefferis**.



ANNOUNCEMENTS

Laura Aloisio presented a "Mission Moment," informing the club that family friend Roger passed away. She said that Rotarians were there to support him while he was dying.

Rotary trivia challenge: What are Rotary's two mottos? Answer: "Service above self." And "One profits most who serves best." **Michelle Venema's** correct answer was drawn as this month's winner. [more "Rotary Mottos" info on next page]

August 14 is **Fellowship Happy Hour** at **Steve Bayles'** house, an evite has been sent.

Reminder to volunteer to donate **speaker gifts**.

HAPPY BUCKS

Steve Brown in honor of **Bill Friedmann** wearing a Rotary polo

Ernest Zlotolow for his 40th anniversary in Rotary

Steve Quigley (and Phil) for the successful golf outing last week



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TODAY'S PROGRAM ~ August 1

James Tupitza, Esq.

"Prosecutors & Courts vs. the Real Estate Industry"

NEXT WEEK ~ August 8

Sydney Bayles

~ PROGRAM ~

Chad Carey of BMW of West Chester

"How to buy a car"

Chad has been in the car business for 28 years and now works at BMW of West Chester. BMW owns Mini and Rolls-Royce, and Chad is mostly affiliated with the Mini brand.

Chad began with an overview of the current state of the car market, beginning with some stats about BMW and its subsidiaries. The average age of a Mini buyer is 54, the average age of a BMW buyer is 52, and (interestingly) the average age of a Rolls Royce buyer is 44. Chad noted that cars have become more expensive than ever, and that the average price of a luxury car was over \$60,000, oftentimes over \$100,000.

Chad also noted that there a lot of changes occurring quickly in the car market. For one, supply has returned to pre-pandemic levels, and that now was a good time to buy a car. Trade value has changed drastically, often a \$10,000 difference, so now is not a good time to trade a car. There are more car tv ads than ever, more rebates, and lower interest rates. Finally, the rise of electric cars will be bad for dealerships, at least in the short term, because electric cars need less maintenance and therefore do not need to go into dealerships' service departments as often (a traditionally good source of revenue for dealerships).

Chad then touched on tips for buying a car. He addressed the conventional wisdom that it was best to buy a car at the end of the month, so that a salesperson eager to meet their



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HAPPY Bucks continued

Andrew Stump for *Vista Today* mega-stars Bill Friedmann and Michelle Venema from our club.



RECLASSIFICATION TALK

Catherine Friedman kicked off a regular feature of club meetings this year with a short “Reclassification Talk,” catching club members up on her life in recent years. Many more of these to come.

50-50

The 50-50 was won by Jeff Cantwell, but he didn’t draw the Queen of Spades



MEETING PHOTOS



ROTARY MOTTOS

Service Above Self
One Profits Most Who Serves Best

In 1911, the second Rotary convention, in Portland, Oregon, USA, approved “He Profits Most Who Serves Best” as the Rotary motto. Also at that meeting, a motto developed by the Seattle club, “Service, Not Self” met with great enthusiasm.

At the 1950 Rotary International Convention in Detroit, Michigan, USA, two slogans were formally approved as the official mottos of Rotary: “He Profits Most Who Serves Best” and “Service Above Self.”

The 1989 Council on Legislation established “Service Above Self” as the principal motto of Rotary because it best conveys the philosophy of unselfish volunteer service. “He Profits Most Who Serves Best” was modified to “They Profit Most Who Serve Best” in 2004 and to its current wording, “One Profits Most Who Serves Best,” in 2010.

“How to buy a car” continued

quota may be more likely to come down in price to close a sale. Chad said that this was oftentimes correct, but that a prospective buyer should also visit a dealership at the start and middle of the month to assess the situation.

Chad then addressed “add-ons” in the car buying process in terms of which were worth it and which were not. Chad said that warranties on cars are often a good idea, but that buyers get turned off by the way that warranties are sold by the dealership. Tire and wheel products can also be good investments. Chad states that some of the expensive environmental protection coatings on cars is oftentimes not worth it. However, any person looking at add ons (or cars in general, for that matter) should be guided by asking themselves “what is a deal to ME?”.

Chad encouraged club members to do their research in buying a car including looking at several sources, going into a dealership to look at pricing, and not being afraid to negotiate. He also suggested that going onto a lot can be beneficial in deciding whether to buy a car because the buyer has the opportunity to look at the sticker to see when the car was last inspected. Chad also stated that franchise dealers are often better positioned to address any issues that come up, especially for warranties.



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HOW TO GET IN TOUCH

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