

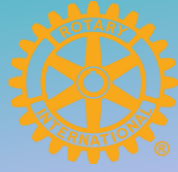
# BING

Newsletter

# Rotary

Dover, NH

Doing good. Very good!



THE MAGIC  
OF ROTARY

## Nov. 6, 2024 – In-person and zoom meeting at 12:15

President Harry C. welcomed all to the Rotary Club of Dover, NH. Harry took a moment to thank all the veterans in the room.

### Program: The car business with Ken Plante

Harry C. introduced our guest speaker (and member), Ken Plante who spoke to members about the operation of local car dealerships, their unique structure and their various (often competing) departments. Ken explained some accounting and sales methods used, and gave a short history of his family's dealerships, starting with his grandfather's body shop on Central Avenue and his father Rene's first Dodge franchise. Ken entered the business in 1984 and, with his two brothers, bought out the dealerships in 1991. The business was sold in June 2021 when the brothers retired.

Ken explained the concepts of managing inventory, determining trade-in values for used cars, and completing necessary repairs before resale, auction or wholesaling. Cars sitting on the lot depreciate daily. Ken's dealerships sell between 250-300 cars per month.

Ken's tips for car buyers include:

- If buying used, always ask what repairs were done to the vehicle before dealer offered it for sale.
- Don't initially say that you're trading in your car. Offer trade last minute.
- Go to multiple dealers and pit them against each other.
- Good markup for dealers if you buy extras like warranties and service contracts.
- A cash deal is no better than financing. Dealers like financing more.
- Buying at the end of month may get you a better deal. But maybe not...it depends!

### Upcoming Meetings & Events

#### Meetings:

**Nov. 13:** No meeting

**Nov. 20:** Meeting at Broadway— Simon Verakik will give his classification talk and Greg will present the financial results through October.

#### Events:

**Nov. 9:** Warmth for the Homeless Shopping Trip – 10 a.m. Job Lots

**Nov. 12: Together on Tuesday:** Pizza at Milos at 5 pm followed by a movie at BarnZs Cinema for 6:50pm showing of "Home".

**Nov. 16:** Garden clean-up, 8 am – changed from Oct. 19.

**Pledge:** Harry C.

**4-Way Test:** Frank C.

**Guests:** Frank Biehl and Jonathan Newcombe who is on 7-day Notice to become our Club's newest member

*Today's newsletter authored  
by Cathy B.*

Questions were asked about manufacturer-required dealership upgrades/renovations to buildings, services that let you buy online then deliver car to your home, cars on lot are owned by dealer/bank not the manufacturer, new vehicles overloaded with electronics, and technicians paid flat rate.

Final suggestion: Do your homework, check the Internet beforehand, or call Ken with questions!

## **Announcements:**

### **Board Nominations:**

President Harry mentioned that the BOD is seeking nominations for new board members. If you are interested in joining the Board, please contact Cathy B. before noon on Nov. 12 to submit your name.

**Bingo:** New Team schedule was sent out. Members should check which weekly Team they're on and their team's start date and their position. Contact Cate R. or Ken P. with questions.

**Birthdays in November:** Dan S., Maria A., Malcolm M., Nick P.

**Anniversaries in November:** Frank C. 47 years, Ram R. 44 years, Norm H. 28 years, Kathi L. 6 years, Maria A. 6 years.

**Special Membership** recruitment meeting will be held in January. All are asked to bring a potential new member. Steve P. urges everyone to bring "potentials" to any meeting! December 4 meeting will be at Stella's Café at Pointe Place.

### **Social Committee:**

-Tuesday, November 12 at BarnZs Cinema for 6:50pm showing of "Home" with Tom Hanks and Robin Wright. Join us for pizza at Millo's beforehand at 5pm. Please RSVP to Melissa if you're coming.

-Saturday, Dec. 14---Matinee performance at Garrison Players "A Child's Christmas in Wales" 4pm. Buy tickets online. Perhaps dinner to follow. More info coming soon.

**Foundation:** Jim M. explained that donations to the RF are a benefit you. After three years, 50% of your donation comes back to the district and monies are distributed to individual clubs through District Grants (usually ca. \$5,000).

**Annual shopping trip for the needs of homeless:** Jim M. asks members to meet on Saturday, November 9 at 10am in the parking lot at Ocean State Job Lots in Newington. Coats, mittens, hats, etc. are on the list to purchase.

**Finance Committee:** Nick P. announced that the Finance Committee will be meeting after lunch today.

**International Committee:** Gregg D. announced that the International Committee will be meeting soon. He will be in touch.

**Tom D.:** Marion C. announced that she and Harry has visited Tom D. at Watson Fields and he's doing well and very happy there.

**Interact:** Cindy I. announced that Purple Pinky Day will be held at St. John's Church on Sunday, November 10 from 2-5pm. Please come and have your fingernail painted by the DHS Interact students to raise funds for Polio.

**Happy Bucks:**

**Malcolm M.** for his care at Wentworth Douglass Hospital

**Jerry D.** to match Malcolm's donation for WDH

**Frank C.** for being the club's longest active member

**Gregg D.** for no more political ads on TV

**Ken P.** for being here today and enjoying seeing everyone

**Steve P.** for Simon V's first meeting as a member and for Jonathan's application

**Beth F.** for Tom D.

**Noreen B.** for her successful eye surgeries and beautiful vision

**Kathy F.** for "The Little Mermaid" production

**Marion C.** for Ken's talk and the new members

**Bjorn S.** for this beautiful day

**Harry C.** for Ken's talk and the new members

**50/50 Drawing:** Pot \$816. Drawing won by Gregg D. who drew the Ace of Hearts. Pot grows!