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👉 NOTICE 👈

December 18 and 19 are the last two Kiwanis Sale days of the year.

Both KCD and KCW will be closed December 25 & 26 and January 1 & 2. No sales, no donations.

On, Comet! On, Cupid! On, Donner and Blitzen!



Kiwanis®

Kiwanis Club of Ann Arbor

Ann Arbor News 2015 Deal of the Year Retail Award Winner

Only
2
Kiwanis
Shopping
Days 'til
Christmas!

Volume 7, Issue 11

December 14, 2015

Today's Program...

Kiwanis
Thrift Sale

President Ford introduced today's speakers, describing **Sheridan Springer** as our longest serving Kiwanian, and **Bob Gray** as "the quietly competent Kiwanian". Both are well qualified to discuss the evolution of the Thrift Sale. Sheridan set the stage by relating stories of the early days when the Thrift Sale was a once-a-year event held in various locations. Things improved substantially in 1966 when the club purchased KCD, giving the sale a permanent home. The \$60,000 purchase price and extensive building improvements over the years were funded through a combination of sale proceeds and gifts, augmented by the donated labor of members and volunteers. Some of that donated labor took the form of the "Racket Squad" volunteers that performed merchandise pickups for the sale. At other times it was the hard labor of digging the footings for the KCD elevator—little did our workers know that one of their number was hiding something in his car trunk that would send him away for another form of hard labor.

Bob Gray provided an extensive analysis of the Thrift Sale, focusing particularly on the donation pickup process. Until recently, the Thrift Sale wrestled with three big problems: How to make pickups efficiently; finding space to display donated goods for sale; and finding space to store extra inventory. Our two initial warehouse locations near Costco partially addressed those problems, but the acquisition of KCW moved the sale to a new level of capability. The availability of ample sales and warehouse space, coupled with larger trucks, and pickup-management software has positioned the sale for future growth. Last year our staff completed over 800 pickups helped greatly by a mobile database that can be accessed from almost anywhere. Bob acknowledged the efforts of staff, volunteers, and members in making the steady growth in pickups, inventory, and sales possible.

You can see Bob's full slide presentation by following this [link](#). See page 5 for some of the key charts.

Next Week's Program...

December 21—*Season of Bearing Gifts*. Speaker: The Rev. Orval Willimann, Pastor Emeritus, Bethlehem United Church of Christ, Ann Arbor. Introduced by: **Kurt Schmerberg**.

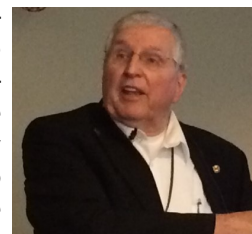
Upcoming Programs...

- **December 28**—*A Student's Path in the U-M Medical School*. Speaker: Dr. Nicholas Osborne, UM Assistant Professor of Surgery. Introduced by: **Julanne Williams**.
- **January 4**—*George F. Hixson Fellowship Recognition*. Speaker: **Harry Cross**, Chair, Club Membership Recognition.
- **January 11**—*Defibrillation @ Kiwanis: You Could Save a Life!* Presenters: **Doug Zieseemer** and **Larry French**.

Meetings...

The Budget Committee met after today's club meeting.

Racket Squad # 15



Bob Gray



Kiwanis Club of Ann Arbor
CHARTERED IN 1921

Officers and Directors

President:

Betsy Ford

President-Elect:

Alan Burg

Treasurer:

Robert Johnson

Secretary:

Kathie Wilder

Immediate Past-

President:

John Goff

Board Members:

Ray Argyle
Kathy Barden-Perlberg
Claire Dahl
George Gilligan
William Hampton
Joseph Medrano
William Robb
Kenneth Shaw
Richard Smit
Ellen Webb



Newsletter:

Editor

John Kidle

Photos

Bob Gray

Publisher

John Kidle



Do you have news for the newsletter, or are you interested in advertising? Contact Publisher, John Kidle, at jkidle@gmail.com.

ASSIGNMENTS for the COMING WEEK:

Officer of Day KCD	Bob Johnson
Antiques	The Fords, Alexis and Betsy
Beds & Garden	Mike Anglin
Dockers	We need dockers
Sorters	We need a sorter or two
Hardware	Jerry Brown, Fred Miller, and Dave Hughes
Shoes	Peter Schork and Charmin Archer
Men's Clothing	John Bassett and Jim Couch
Books/Records	Jim Reynolds
Office & Medical	Jim Mattson and Only the Lonely
Lamps	Dennis Powers, and Bad Bad Leroy Brown and friends
Electronics	Bill Robb and the Strangers in the Night
KCW	Friday—Ray Argyle, Nick Dever (OD), Dave Drake, Bob Gray, Joe Medrano, Sheridan Springer, Max Supica, and Ellen Webb Saturday—Kelly Bertoni, Al Engerer, Larry French, Bob Gray, Evan LeRoy, Gerry Luke, Fred Sanchez, Roger Weidemeyer, and Doug Zieseemer (OD)
Vouchers	E. Webb, G. Preston, G. Meisner, and S. Smith
Invocation	Pat Buhner
Greeters/Attend.	C. Dahl, A. Engerer, J. Couch, D. Drake, and S. Keyes (Attendance)
Hospitality	Don Clewell
Cashier	Martha Petroski

Guests at Our Club...

Claire Dahl introduced today's guests—Eloise Lavin, prospective member; Jim Brady, our speaker from October 5, and guest of **Bob Carr**; and Arno Buhner, guest of **Pat Buhner**. Welcome all!

Announcements...

- **Board Meeting Summary—President Betsy** reviewed the key actions taken at this week's Board meeting. The Board voted on seven issues, including the acceptance of four new members who will be inducted on December 21. Important decisions were made concerning the level of giving to be budgeted in the current fiscal year. This year, the club foundation is experiencing a contraction in cash available for giving due to the significant costs incurred in acquiring Kiwanis Center West, and renovating both KCD and KCW for our new mode of operation. Total giving was budgeted at \$32,506. This doesn't include vouchers, or member-donated scholarships and other gifts. The Foundation's cash restriction may continue into next year, depending on how quickly sales revenue catches up with operating expenses.
- **President Betsy** recognized **Max Ziegler** and **Martha Petroski** for organizing a great Christmas party, and **Luke Panning** and the Milan Choral group for wonderful music.
- **Holiday Toy Store at Mott Hospital—Jim Carey** thanked this year's volunteers:
 - ◇ December 16: 9AM-1PM—**Kathie Wilder** and Jan McNish
 - ◇ December 16: 12:30-4:30PM—**Jim Carey, Rachel Steel, Larry and Linda French, Dave and Marilyn Drake.**
 - ◇ December 17: 9AM-1PM **Jim Carey, Terry Nolan, Dennis Powers**
 - ◇ December 17: 12:30-4:30PM—**John and Nancy Schenk, Dick Smit**
- **Salvation Army Bell Ringing is this Saturday!** If you are available to help at the last minute, contact Garry Evans at 734-223-6760 or mar99GAR@hotmail.com.
- **Ellen Webb** could use one more person to help with vouchers this Thursday. Contact Ellen to volunteer: ellen@ellensquiltcreations.com.

Fines:

Bob Barden proposed a fine on the **Dever** brothers who managed to obtain an indoor bell-ringing assignment. **Nick Dever** proposed fining all **Bardens/Perlbergs** for moving south so early in the year—that's from North Main Street to South Main Street. **Peter Schork** put forth a fine on **Jim Wolfington's** questionable haircut. Somehow, the back of Peter's head was also dragged into the fine. **Dale Leslie** then proposed the standard fine on all bankers. All of these motions passed. In a late move, **Dan Dever** asked for a fine on **Jim Carey** for making people cry as a result of his good work with the Mott Holiday Toy Store. That also passed.

Happy Dollars:

We only had one minute for happy dollars, so they were brief. **Max Ziegler** put in five happy dollars for the 100 Christmas Party attendees, and for all the help provided by members and volunteers in cleaning up after the event. **Martha Petroski** was happy our kitchen passed its health inspection with flying colors. **Garry Evans** was happy for today's beautiful sunrise. Finally, **Dale Leslie** was happy to ask for leads in finding a speaker for our 2/29/2016 program—he's looking for someone born on February 29.

Stuff You Should Know...**Hospitality News:**

Hospitality Contact **Don Clewell** advised that John Bassett was back working in Men's Clothing today after a bout of gout.

James Smith III, a second-generation co-owner of Washtenaw Dairy, has moved to Arbor Hospice, 2366 Oak Valley Drive, Room 202, AA, following his courageous battle against cancer. Jim's business partner is Doug Raab of Ann Arbor. The Dairy's legendary community support touches all the bases.

A Jim Smith, Washtenaw Dairy, holiday tradition of awarding teddy bears to children accompanied by an adult at no charge continues this season in his honor. Washtenaw Dairy, referred to affectionately as "America at the Corner, is located at 602 S. Ashley Street @ Madison Avenue in Ann Arbor. Telephone: 734-662-3244.

Ann Arbor Morning Edition News:

Starting January 1, the Ann Arbor Morning Edition Kiwanis Club will meet on the second and fourth Wednesdays each month, with the thought of doing one activity or more a month. Here are the dates they will meet for the next 3 months:

December 16

January 13

January 27

February 10

February 23

March 9

March 23

All meetings are at Guy Hollerin's Restaurant, Plymouth Road @ US 23. 8:30 A.M.

Social Events:

- **2016 Tiger Trip**—August 6th vs. NY Mets advises trip manager **Fred Sanchez**.

Kiwanis
Thrift Sale

Known worldwide as
the place for the
"funkiest" gift.



Sawashtenaw.org

Harold L. Crowell Salvation Army Bell Ringing

December 19th

"All Hands on

Deck!" Contact GARRY

EVANS to sign up.

1.734.223.6760

mar99GAR@hotmail.com



"Warm the Children"

—our 19th year—

Sign up to accompany families with a budget figure to shop for winter clothing.


Contact

DOUG ZIESEMER

734.395.2092

dfziesemer@aol.com.

December 2015

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3 KCD Donations 9-12	4 Holiday Sale: KCD 9-12 KCW 9-1	5 Holiday Sale: KCD 9-12 KCW 9-1
6	7 CivCity—Local Government <i>(Meet at KCW)</i> KCD Donations	8 Board Meeting 7pm at KCW	9	10 KCD Donations 9-12	11 Sale: KCW 9-1 Club Christmas Party	12 Holiday Sale: KCD 9-12 KCW 9-1
13	14 Sale Evolution <i>(Meet at KCW)</i> KCD Donations 9am-Noon	15	16	17 KCD Donations 9-12	18 Sale: KCW 9-1	19 Sale: KCD 9-12 KCW 9-1
20	21 Season of Bearing Gifts KCD Donations 9am-Noon	22	23	24 KCD Donations 9-12 	25 KCD and KCW Closed for Christ- mas	26 KCD and KCW Closed for Christ- mas
27	28 UM Med School KCD Donations 9am-Noon	29	30	31 KCD Donations 9-12 New Year's Eve		

January 2016

Sun	Mon	Tue	Wed	Thu	Fri	Sat
31					1 KCD & KCW Closed No Sale, No Dona- tions New Year's Day	2 KCD & KCW Closed No Sale, No Dona- tions
3	4 Hixson Awards KCD Donations 9am-Noon	5	6	7 KCD Donations 9-12	8 Sale: KCW 9-1	9 Sale: KCD 9-12 KCW 9-1
10	11 Defibrillation KCD Donations 9am-Noon	12	13	14 KCD Donations 9-12	15 Sale: KCW 9-1	16 Sale: KCD 9-12 KCW 9-1
17	18 Dr. MLK Keynote Address KCD Donations 9am-Noon MLK's Birthday	19	20	21 KCD Donations 9-12	22 Sale: KCW 9-1	23 Sale: KCD 9-12 KCW 9-1
24	25 Alzheimer's Care KCD Donations 9am-Noon	26	27	28 KCD Donations 9-12	29 Sale: KCW 9-1	30 Sale: KCD 9-12 KCW 9-1



☛ The fact that you are taking time to read this indicates a high aptitude for being a newsletter editor ☛ Email/John Kittle at jkittle@gmail.com immediately to volunteer ☛☛

This Week's Numbers

Attendance:
69

Fines:
\$17.72

Happy \$:
\$17

Mott Pot:
NA

Vouchers:
\$563
(4 Families)

Thrift Sale:
KCD:
\$7,683 Reg.
\$990 Xmas

KCW:
\$4,473

Other:
\$152

TOTAL:
\$13,298



Key Slides from Today's Program...



Background for Kiwanis Sales from Donated Merchandise



- 1927 through 1966: An Annual Sale for fund raising
- 1966: Purchased building at 200 S. First St. (at Washington St) first known as the Kiwanis Activity Center (KAC), now KCD
- 1966-mid 1980: Annual Sales and/or Labor Day Sales at Ann Arbor Armory and other department stores in town. Storage of inventory for annual sales- a big problem
- 1988-present: A Weekly Thrift Sale at KAC
- Late 1980s & 90s and early 2000s: "Racket Squad" teams in action. Two days a week Kiwanis Members would go with the KC pickup truck to gather donations. Storage still a problem.

Ongoing Search for Expansion Space

- Long Range Planning Committee 2005-2010 considered several locations – see partial list below
- Washington St. site beyond RR tracks
- Georgetown Mall site on Packard
- November 2010: Warehouse (#1) Airport Blvd (Bldg. 837) offered by owners Jake Haas and Don Butcher, a former Kiwanis member
- Finally, a storage facility that could also be used as a sales site- a learning experience

Kiwanis Truck Transport-I

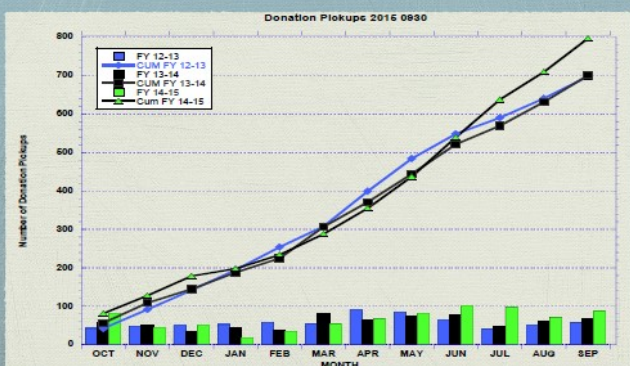
- 1980 Stake truck for pickups and trash hauling (currently for sale)
- 1991-present KC pickup trucks
- 2011 Rental Penske Trucks on fall weekends for pickups
- 2011 Purchased Box Truck #1
- 2015 Purchased Box Truck #2
- Box trucks increased efficiency by hauling larger loads in fewer miles



How has the Adoption of a Mobile Database Helped the Pickup Process?

- Calls and/or emails coming in requesting pickups are all recorded
- Pickups are easily tracked and retrieved
- Whole database can be searched by any field for reporting purposes
- Routes for pickups on a given day are easily planned
- Records of number and types of items to be picked up readily available
- **MOST OF ALL:** the mobile access of data/maps from anywhere there is an iPad cellular connection or WiFi connectivity- KCD, KCW, on the road and in the truck, office, on vacation, or almost anywhere
- How many pickups can be done in a week, month or a year? Guesses??

How Many Pickups Are the Staff Doing?



Summary & Observations

- Successfully developed procedures and deployed new software for cataloging, tracking, reporting pickup data information
- Box Trucks (2) have greatly increased efficiency, made it possible to do pickups in all seasons and to move merchandise between KCW & KCD
- Trends: We are receiving an increasing number of calls from Realtors, retirement communities and owners for Estate donations- these are larger and high quality donations
- Overall, the annual sales trends show increases each successive year, KCD renovations and reallocation expected to boost sales
- **NEED TO CONTINUE and EXPAND PICKUPS** in order to have a warehouse with merchandise to replace sold items on the sales floor at KCD and KCW

Our Sponsored Programs in Service to Youth:



**KIWANIS CLUB
OF ANN ARBOR**

Meetings:

Mondays at Noon
200 S. First Street
Ann Arbor, MI 48104
www.a2kiwanis.org

Building Phone:
734-665-2211
Thrift Sale Voice:
734-665-0450



**"Ann Arbor Kiwanis
Thrift Sale" is on the
Web at:**
www.kiwanissale.com
and



Other Links:

- [Michigan District Kiwanis](#)
Click [here](#) to read the latest *Michigan Builder*.
- [Kiwanis International](#)
- [U of M Circle K](#)
Meets 7pm Thursdays at UM Union or League (Check Calendar on Website)
- [Kiwanis Club of Ypsilanti](#)
Meets Noon Wednesdays at EMU Student Center
- Ann Arbor Western
Meets Noon Tuesdays at Quarter Bistro
- Kiwanis of Ann Arbor - Morning Edition
Meets 8:30am 2nd & 4th Wednesdays at Guy Hol-lerin's

"Serving the Children of the World"

Interested in becoming a member? Please send an e-mail to MembershipGrowth@a2kiwanis.org or visit the website www.a2kiwanis.org.



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