



# Flywheel

"Service  
Above  
Self"

A Weekly Publication of the Rotary Club of Richmond, California

## Program for Friday April 30, 2004

### Measure B Opposition

Tom Lynden leads a group opposed to West Contra Costa School District Parcel Tax Measure B.

Door Duty: Jim Cannon & Josh Genser

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## Program for Friday May 7, 2004

TBA

Door Duty: Joni Hiramoto and Markku Pelanne

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## Program of Friday April 23, 2004

### Pawn Brokers

Mark Howe introduced speaker Robert Verhoeff, owner of Best Collateral, a nine-store chain located through Northern California. When Bob asked how many of us had been to a pawnshop more than half of the audience raised their hands.

The industry is undergoing a big change with a push to compete at the retail level. By focusing on customer service, location and demographic information, pawnshops are trying to become more main stream instead of the stereotypical image of grungy stores with proprietors of questionable repute. Bob said that they were trying to attract "K-Mart" type shoppers. Many of the items can be had at significant discounts.

Pawn Brokers are really asset money lenders, specializing in short term loans secured by personal property. In California the loan takes the form of a four-month contract. At the end of the four months the borrower can either redeem their property for the principal and interest owed, pay the interest only and renew the note or simply walk away. In the case of

### Last Week

Already looking presidential, President elect Herb Cole opened the meeting. Ted Abreu the led us in the Pledge of Allegiance and Mark Howe delivered the thought for the day. "Show me a good and gracious loser and I'll show you a failure" Knute Rockne

### Visiting Rotarians

### Rotarians With Guests

### Sunshine Report

### Recognitions

Jim Bates recognized his 38 year marriage. Yes, to the same woman!

### Announcements

The Summer Picnic will be held 13 June at Kennedy Grove on San Pablo Dam Road. Bring the family and have some fun – starting at noon.

### Happy/Sad\$\$\$

Werner was happy to see Dave Ninomiya back and looking healthy. David Ninomiya was happy to be back and has an upcoming anniversary which he paid forward. Josh was glad to be back from trip to east coast with family. Dan E – was happy to be home from Los Angles area college visit trip with his daughter Alice. Ted Abreu – was happy to be back from visiting mid-west and back in a better climate for doing household repairs. Mark Howe was happy that sailing season is starting and is sailing Friday night. Looking forward to seeing his sailing pal David Brown out there. David Brown was sad that Mark Howe has hearing problems and did not understand that David is not going sailing Friday night. Herb Cole happy that Bob Dabney was going on a big vacation. Bob Dabney then got way more than his \$2 worth by describing his upcoming trip to Amsterdam but would have to be on good behavior because his wife Cheryl was accompanying him. Jonathon

the latter, the pawnbroker takes possession of the property and then tries to sell it to recover its investment. People use pawnbrokers for different reasons. While most of us think that only the down and out frequent these shops, in reality customers come from all ethnicities and all income groups. Some use the service to get short-term dollars to start businesses or get that little extra needed to close an escrow. The average transaction however is closer to one hundred dollars and even though regulated by the State, the average interest rate comes out to about 60%. Ouch!

Is it legit? California requires a picture ID and fingerprints that then go to law enforcement. Because of this it turns out that most stolen property does not go through pawnshop channel. On the Internet only one half of one percent of online offerings are potentially bogus.

Thanks to Bob for informative look at today's pawn shops.

### **Where to Make Up**

San Rafael	Mon	12:15	Seafood Peddler
Albany	Tue	12:30	Solano Grill
El Sobrante	Tue	12:15	Joe's of El Sobrante
Berkeley	Wed	12:15	His Lordships
Hercules	Wed	7:15 am	Hercules Sen. CTR
San Pablo	Wed	12:15	La Strada
El Cerrito	Thu	12:15	Mira Vista G&CC
Pinole	Thu	12:30	Outback Steak House
Vallejo	Thu	12:15	World Holiday Inn

had some happy dollars for his good time had in Hawaii. **Donna Bell** was happy to announce her new job that will keep her in Richmond and thanked the club for its support during her search.

### **Raffle**

Judy Morgan passed up the chance for \$311 (half the pot) by pulling the white ball and settling for a free lunch.

### **Upcoming Speakers**

05/14/04 Malaria Control in Uanuatou Island  
05/21/04 Dr. Bernard Alpert - California Pacific Med Center

### **Important Dates**

04/29 - 05/01 District Conference - Redding  
05/05/04 Board Mtg: 12 Noon - 125 Park Pl. Pt Richmond  
06/04/04 D-Day meeting on The Red Oak Victory  
06/09/04 Board Mtg: 12 Noon - 125 Park Pl. Pt Richmond  
06/13/04 Rotary Picnic

### **Door Duty Reminder**

05/14/04 Paul Hodgen and Reynolds Partridge  
05/21/04 Gloria Johnston and Joseph B. Nusbaum  
05/28/04 Pamela Jones and Bob Dabney  
06/04/04 Judy Kafka and John Nicol  
06/11/04 Henry Kelman and Judy Morgan  
06/18/04 Sid Chauvin and Don Miller  
06/25/04 David K. and John Medlock