

# The Joshua Tree

June 1, 2021

## HOW TO SELL A CAR YOU'VE NEVER SEEN

If you've driven by the Greiner Buick GMC lot in Victorville, it looks kind of barren. In the midst of the Covid-19 pandemic, **David Greiner** shared with our Club that the reason for this was consumers buying more vehicles because they had the money to spend due to stimulus and vacation destinations being closed.



Funny thing, that was over a year ago and the lot still looks empty. David returned this week and shared that this is now a result of a chip shortage around the whole automotive industry. All electronic devices use a generic semiconductor chip to operate. There are only two companies in the world who make these chips and they are sold on a first come, first served basis, and if you don't buy at your correct time, you basically go to the back of the line.

Between the GM Motors Strike in 2019 and the Covid-19 pandemic, the Auto Industry were prepared for their turn, but when the pandemic closed the industry, the auto makers didn't purchase which allowed China to come in and buy them all! Now, there is a major chip shortage globally, and has hit the auto market in a unique way. According to CNBC, Nissan is reportedly leaving navigation systems out of cars that would normally have them, while Ram Trucks has stopped equipping its 1500 pickups with a standard "intelligent" rearview mirror that monitors for blind

spots. The vehicles David sells are also limited on the electronic "extras". There are just not enough chips to go around.

When it comes to selling vehicles at the dealership, it's a whole new game. For most dealerships, having a 90-day supply of cars is par for the industry. David has five. That means his team are selling cars to people who have to wait for them, some

are even making a couple payments on their new car or truck even before they have driven it!

For consumers the range of supply for vehicles due to the chip shortage is staggering. On the lower end of the spectrum, the National/Regional Stock Supply shows the wait for the GMC Yukon is 5 days, but for a Buick Encore, the wait is an incredible 48 days! When a fleet of cars gets delivered to Greiner, they have already been sold and won't be put on the showroom floor or on the lot.

For a company like Greiner Buick GMC, they are working through the shortage and making changes when needed to survive this. The problem really is hitting the bigger dealerships very hard, who survive by having hundreds of cars on their lots, and now have very few.

Another result is the chip shortage is the demand for used cars. Consumers are so desperate to get a car now, that sellers are in a position to sell their cars for well over their value.

When will this chip shortage end? Industry leaders are forecasting this will be over in the 2nd quarter of 2022. Sounds like it is a great time to sell that old car you don't want anymore.

Visit Greiner Buick GMC, located at 14555 Civic Drive in Victorville, for your next car or truck.

### This Week's Functionaries

**Invocation:** Bill Edwards

**Flag Salute:** Bryan Gillespie

**4-Way Test:** Dwight Johnson

## ORR'S ROARS



*It was great to be at the SVL Country Club this week, but what was even better was the large amount of Rotarians in the room! I don't know if it was the venue, the free wine, or David Greiner, but*

*I was just thrilled to have a filled room! Speaking of David, it was great to hear the real reason why the Greiner Buick GMC lot looks so empty and why cars are so hard to come by at the moment.*



*Dwight Johnson shared that the Hesperia Club is now meeting Wednesday mornings at 7am at the Cracker Barrel on Restaurant Row. Please consider going if you need a make up.*

*Please mark your calendars for another Movie Night at the Hove's, coming up on August 21st. More information as they become available.*

*I am happy to say I will finally be demoted on Saturday, June 26! After a two year stint as your Rotary President, I will be passing the baton over to Jon Hove at the home of Bill & Linda Scott. The party starts at 6:00pm and I hope to see you all there.*

*Finally, please sign up for our 5th Tuesday Rotary Meeting at Korean BBQ on June 29th. The fellowship will be at 5:30pm.*

See you next week...

*Steve*



[www.victorvillerotary.org](http://www.victorvillerotary.org)

## Fines Session



**David North** was back as our Fine Master and first gave a "Rare Appearance" fine to **Steve Murray** in the amount of \$20. Next David dispensed kudos to newsletter editor **Chris Ackerman** and challenged Rotarians to determine whether they actually read the weekly publication. Asking questions from last week's edition, **Dwight Johnson** was asked if he knew how many years Rob Kilpatrick has been an engineer, to which Dwight gave the wrong answer and was fined \$20. The other members asked including **Donna Wells**, **Ryan McEachron**, and **Margaret Cooker** knew their answers and were not fined.

The final fine went to **Dan Dever**, for \$20 for his phone going off three times during the meeting.

## That's a lot of Wine!

President Elect **Jon Hove** wanted to make sure as many Rotarians as possible showed up to our inaugural lunch at the SVL Country Club, and with the help of other members, it worked brilliantly! It all began last week when **Dan Dever** and **Ben Tafoya** volunteered to bring everything over from El Pescador



to SVL. After unloading, they decided to have a drink in the bar, and then another, and well, you get the point. The idea was shared with Jon, who then asked President **Steve Orr** for permission and after that was approved, Jon contacted **Chris Ackerman**, who added it to the weekly eblast. That is why all Rotarians who showed up at the meeting got a free bottle of wine or sparkling cider.

# Rotary Opens Opportunities



## Big Blue Dice



**Bill Scott** had the chance to get the Blue Dice but drew a white one out of the bag and donated his \$5 winnings to the Polio Pig.

*We will continue next week with 10 dice and \$300 for the Rotarian who can pick the Blue Dice out of the bag.*

## Rotary Guests

This week we welcomed a couple of our Rotary spouses. To begin with **Linda Hove** was in attendance with her husband President Elect **Jon Hove**, **Linda Scott** accompanied **Bill Scott**, and we here honored to meet **Wendy Gillespie**, the wife of **Bryan Gillespie**. Obernolte Aide **Christopher Scott** and our social media expert **Coleen Luque** attended as guests of President **Steve Orr**.

Our Stand-in this week was **Kris Reily** for **Dr. Ron Williams**.

## Spoon of Exemption

**Esther Mears** had her first week with the Spoon, and shared with the Club information about the SimplyKids Savings program through Desert Community Bank. The savings account is designed to prepare young people for a lifetime of smart money management. For the first \$500.00 deposited, the annual percentage yield is 2.46%. Currently, the rate over \$500.00 is an annual percentage yield of .03%. There are many more benefits to the SimplyKids Savings account, so please contact Esther for at [esther.mears@dcbk.org](mailto:esther.mears@dcbk.org) for more details.



## The Mini Polio Pig



**Steve Murray** shared a lovely and generous story that started with his wife **Pam Murray**. Several years ago, Pam decided to make her own Polio Pig and placed it on her desk at her place of business. Over the subsequent years, friends and fellow employees began to drop change in the mini-sized Polio Pig. Recently, Pam's place of business was taken over by another company, and sadly, there is a new mandate not allowing personal items on employee's desks, so the "Mini-Polio Pig" has been brought back to the Club with \$29.40 inside! Thank you Pam for doing this to help eradicate Polio!

## Raffle



In complete Sweep or Hat Trick, depending on your sport of choice, there were three prizes this week and **Ben Tafoya** won them all! Ben took home two bottles of wine, both donated by **Dwight Johnson** and a \$25 Starbucks gift card from Heritage Victor Valley Medical Group.

## The Polio Pig

**Collected this week: \$42.40**

*Polio Pig: \$8.00 + Dice (Bill Scott): \$5.00 +  
Mini-Polio Pig (Pam Murray): \$29.40 = \$42.40*

**Collected to Date: \$17,996.63**

**Total equals: 97,107 Doses!**

*One dollar equals 2 doses of vaccine!*

*\$500 pays for a Polio Clinic!*

# Rotary Club of Victorville, CA



The Joshua Tree is a Weekly Publication of the Rotary Club of Victorville  
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If you are not receiving your newsletter, please contact Editor Chris Ackerman at  
chris@signifydesigns.com or 760-559-1686 to be added to the e-mail or mailing list.

## VICTORVILLE ROTARY CLUB OFFICERS

### Board of Directors

President 2019-2021 .....	Steve Orr
President 2021-2022 .....	Jon Hove
President 2022-2023 .....	Arsalee Morales
President 2023-2025 .....	Jessica Perez
President 2025-2026 .....	Bill Edwards
Immediate Past President .....	Margaret Cooker
Treasurer .....	Donna Wells
Executive Secretary .....	Margaret Cooker
Publicity/Public Relations .....	Kevin Kane
Club Service .....	Bill Edwards
Community Service .....	<b>PLEASE VOLUNTEER</b>
International Service.....	Ben Tafoya
Youth Service/RYLEA & TLC .....	Arsalee Morales
Vocational Service .....	Jessica Perez
Grants.....	Margaret Cooker
Speech Contests .....	Jessica Perez
Scholarships.....	Esther Mears and Arsalee Morales
George Hensel Ethics Essay Contest .....	Ron Boyd
Membership.....	Dwight Johnson
Billing Officer .....	Esther Mears

**Members-at-Large:** Dwight Johnson & Rob Kilpatrick

### Positions & Committee Chairs

BOD Secretary .....	Marilyn Buttlerwerth
Programs .....	Mike Page
Public Service.....	Rick Bessinger, Teressa DeAtley, John Wickum
Sergeant At Arms.....	Arsalee Morales
Dan Stover Music Contest.....	Dr. Bowtie Brian
S.T.A.R. Students .....	Jim Barnes
Fundraising.....	Bill Edwards
Flowers and Gifts .....	KayMarie Gregory
Joshua Tree Editor .....	Chris Ackerman

The Victorville Rotary Club meets every Tuesday for fellowship at 11:30 a.m. and meeting at 12:00 noon at the Green Tree Golf Course Clubhouse, 14144 Green Tree Blvd., Victorville

### Make-up Days and Locations

<b>MONDAY:</b>	San Bernardino East, Imperial Palace, noon
<b>TUESDAY:</b>	Rancho Cucamonga Sunrise, 7:15 a.m. Empire Lakes Golf Course Rancho Cucamonga, 12:00 p.m., Etiwanda Gardens
<b>WEDNESDAY:</b>	High Desert/Hesperia Club meets 7:00 a.m., Cracker Barrel, 11612 Amargosa Rd, Victorville San Bernardino Crossroads, Hilton, noon, Barstow, Rositas, 540 Main St, 12:00 p.m.
<b>THURSDAY:</b>	Apple Valley, ZOOM Meetings, 1st, 2nd and 4th Thurs Ontario, 12:15 p.m., Doubletree Hotel San Bernardino, Denny's at I-15, 7 a.m. Redlands, Masonic Temple, noon
<b>FRIDAY:</b>	San Bernardino North, Elks Lodge, 12:05 p.m.

## Calendar Dates

**June 12-19: Taipei Convention (Virtual)**

**June 14: Board of Directors meeting**

5:30 pm Meeting *In-Person or Zoom*  
DCB Board Room, 2nd Floor  
Hesperia and Silica Roads

**June 26: Demotion Party**

6:00 pm Home of Bill & Linda Scott  
18136 Pier, Spring Valley Lake

**Aug 21: Movie Night at the Hove's**

Home of Jon & Linda Hove *(Details to follow)*

## Upcoming Programs

**June 8:** Dr. Ron Boyd **Topic: The Current State of the Vet Industry and Impact to Pet Owners** (Page)

**June 15:** Captain John Wickum, Detective Chris Bassett, SB County Sheriff Dept **Topic: Marijuana** (Page)

**June 22:** John Kozyra, Providence, St. Mary **Topic: The New Hospital in Victorville - What We Know** (Page)

**June 29: Evening Rotary Meeting**  
Koren BBQ, Victorville • 5:30pm

**July 6: Comedy Program** (Hove/Barnes)

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