



Fairfax Lions Club News - Jan 2020

The Bob Stahl Memorial Newsletter
- Fairfax Lions, Serving Since 1951 -

HAPPY NEW YEAR, LIONS

Welcome to the 3rd decade of the 21st Century

100 years ago, in the 3rd decade of the 20th century, Americans witnessed the Roaring '20s, a booming stock market, the 18th amendment (prohibition/speakeasies/gangsters); and, the world watched the rise of facism in Europe. Then, the stock market collapsed, banks failed, "The Great Depression" devastated world economies, and Mussolini, Hitler and Hiroshito nearly ended civilization as we knew it. Santayana has some good advice (*above*).

We Always Begin With Service - It's Our Primary Mission

WE SERVE THE WORLD AND OUR LOCAL COMMUNITIES...
WITH PRIDE, COMPASSION AND KINDNESS

Fairfax Lions Recognize Peace Poster

For 32 years, Lions Clubs have encouraged young people to think about "peace," and illustrate their thoughts in an art poster. The theme for this year is Journey of Peace, and over 600,000 posters were submitted world-wide for the Peace Poster Contest.



Paparda's poster illustrates her vision for Journey of Peace

Fairfax Lions sponsored this year's contest at Rocky Run Middle School, and recognized the winning poster by 8th grade student, Paparda. Her winning peace poster is shown on the preceding page and below.

On Dec 3rd, Paparda received a cash award for her Peace Poster, and Rocky Run's Art Teacher, Linda Ledbetter, was awarded a gift card to purchase art supplies for her students.



Top left: 8th grade student Paparda receives cash award
Top Right: Paparda and family
Bottom: Art Teacher Linda Ledbetter receives gift card award

Fairfax Lions congratulate Paparda for her outstanding art work, and Linda for her strong support of the Lions annual Peace Poster Contest.

Vision Screening

On Dec 17, Lions Jim Kaplan and Marty Lockard conducted a Lions vision screening at Olam Tikvah Preschool. The school is part of the Olam Tikvah Synagogue. This was Jim's first time working with SPOT portable screening equipment. He caught on very quickly and did all of the actual screening. It's always fun screening 2-4 year old children. Marty was the recorder for reports submitted later. A total of 25 students were screened and 3 (12%) were referred to an eyeglass professional. Ironically, all three had astigmatism. When a referral is necessary, a complete SPOT report is printed for the school POC to use when informing

parents. The school used a new and tailored Fairfax Lions Parental Release Form (available upon request).

Jim Kaplan and his family is very active in this Jewish Synagogue. All of his children attended the preschool. He gave Marty a tour of the beautiful and welcoming facility.

Holiday Food Baskets for Deserving Local Families

Fairfax Lions followed the format used in November for assembling and distributing holiday food baskets to deserving families in our community selected by the Main Street Child Development Center.

On Thursday, December 19th, Fairfax Lions met at the MSCDC facility and presented food baskets (2 big grocery bags each, plus a gift card for Wegmans) to 25 local families. We are both happy and proud to serve families in our community! Many thanks to KL Mike for purchasing all the ingredients of the food baskets, organizing their assembly, and delivering them to MSCDC. Presenting them to families was the easy part.



(Center) Mike, Harry, Pete, Gordon deliver food baskets to MSCDC

(Top left & right) Families happily accept food baskets

(Lower right) MSCDC staff member, Christie, made name tags for cash gift cards in each food basket.

(Missing from photo) Main man - KL Mike - who purchased all food and supplies, assembled them into baskets in his garage, and delivered them to MSCDC

Charity Fund Raising - Essential to Our Service Mission

DELIVERING SERVICE DEPENDS ON CHARITY FUNDS WE RAISE

Citrus Fruit Sale, Dec 12-14 - thanks to Lion Marty Lockard

We saw one great-weather day (Thursday) followed by two rainy/chilly-days (Friday-Saturday). We sold a lot of fruit at a very brisk pace on Thursday - Lion Ken's advertising paid off, as most customers had a coupon they received by email, although some had coupons they found in the fruit boxes they purchased at the November sale.

Citrus-6 Marty kept us posted by email on the accomplishments each day. The business volume was best on the first day, the good weather day. As Marty's email reported for that day: "We sold 68% of the oranges, 56% of the grapefruit, and 55% of the Sol Zest mandarins. The total sold was 368 out of 580 boxes or 63%."

Marty also noted for that first day: "The credit card report indicated that 48% of those who used credit were new customers. 52% were returning customers." Then in his report for Friday, the second day: "The credit card report indicated that 64% of those who used credit were new customers. 36% were returning customers." So we might conclude our advertising continues to work wonderfully to bring back repeat customers (which has always been a major reason for our success in the fruit sale), BUT we are thriving because of new customers! One bit of evidence regarding new customers - we know that Vivien Feng, a new customer on Friday afternoon, used her social media connections to bring in many new customers from her local Chinese community which resulted in a large sales late Friday and early Saturday to sell out all fruit.

Just a bit of customer feedback, FYI, from a man named Kevin who always buys multiple cases of fruit as gifts for his business....when he arrived late Friday to discover we had sold out of oranges - he was very disappointed he had not come earlier, and asked for our fruit supplier - to consider requesting a special shipment directly from the vendor to himself. We provided that information, and got this email back: ***"I'll give it a shot. My backup plan is that I found out Annandale Lions Club has a sale this Saturday. So we'll see. Much prefer doing business with Fairfax Lions. Kevin"*** So, we hate to disappoint a good customer - but it is very nice to see these customers prefer to come back to us!

Next sale: March 19-21, 2020.



UL: Inside work (rolling & stacking) by Scott and Phil
UR: Santa Clause look-alike Gene - master roller
LL: Joe and Pete set the display table
LR: PDG Doug Cross buys fruit (thanks to Harry Parker's invite)





Top left/Middle: Great Customers Line Up to Purchase Fruit
Top Right: One Customer Brought Lunch to Wet Lions Selling in the Rain



Above: Vivien Bought Lots of Fruit for Her Associates; Made a Promotional Video and Posted to her Chinese Community Resulting in More Sales; A GREAT NEW CUSTOMER & PARTNER FOR FUTURE SALES!



Top: Fruit Set-Aside as Gifts to Our Generous Sponsors (Craig Van Lines, etc), and to Donate to Underserved in Our Community
 Right: "Citrus-6" Marty Starts Clean-Up Process as the Sales Trailer is Nearly Empty, Ending this Fruit Sale.

December Dinner Meetings

Dec 3rd Dinner Meeting

Fairfax Lions enjoyed an interesting topic at this dinner meeting: "Puritans and Witches in Salem, MA." Our guest speaker was Dr Ellen K Johnson, who retired after a career teaching history at NOVA. She told us about hearings and prosecutions of people accused of witchcraft in colonial Massachusetts in the 1690's. More than two hundred people were accused. Thirty were found guilty, nineteen of whom were executed by

hanging (fourteen women and five men). One other man was "pressed to death" for refusing to plead, and at least five people died in jail. Ellen attributed that cultish-like behavior of the early colonists in Salem to their arduous lifestyle, the cold winters, "living cheek to jowl," isolationism, religious extremism, false accusations, and lapses in due process.



Dr Ellen Johnson Talks About the Salem Witch Trials

The club enjoyed the presence of three other guests this evening: James Friedlander (of Oakton, who is an Assistant General Counsel at DynCorp International, and a potential new club member who discovered our us by a search of the internet), Mr Joe Neville (who saw our meeting announcement in the community newspaper), and former member John Bailey.

Lion Jeff Root, who has conducted the Club's annual Peace Poster Contest for several years, presented awards and recognitions for this year's winning poster - as discussed under Service in this newsletter.

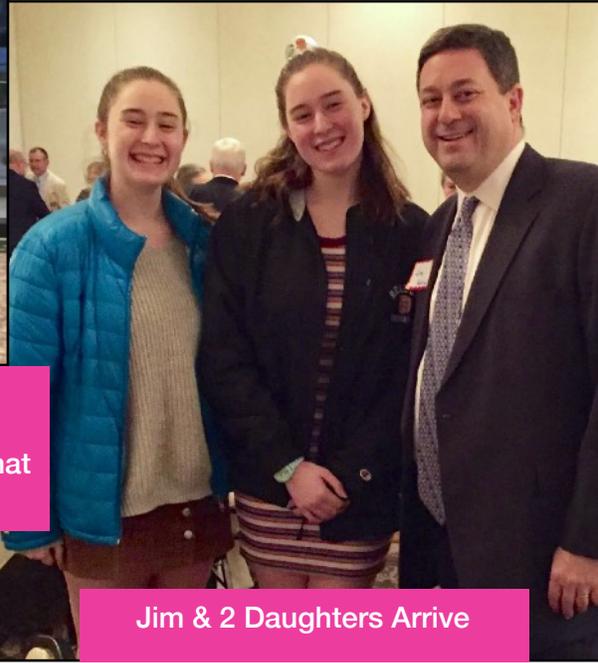
50/50 Winners: Your newsletter editor forget who won the drawings, but there were two cash awards of \$17 each, and the Club earned \$31 for its admin account.

[Dec 17th Holiday Party](#)

1VP Mike planned and conducted an outstanding holiday party at the Waterford. We enjoyed the presence of many guests, a very nice 2-piece band (Smalltown), a nice buffet dinner, two "Guess the number" of candies contests, gifts for children and - of course - door prizes. Guests included Vivien Feng and husband Qiang Ma. As you may have read earlier, Vivien had supported our December fruit sale, both purchasing many cases of fruit herself and also promoting more sales with a video she posted on social media for the local Chinese community.



L: Dave helps carry in centerpieces
R: Liz makes use of a flower that fell off a centerpiece



Jim & 2 Daughters Arrive



L: Doug, Lanni, Terry
C: Elsie, Sarah
R: Pete, Pat

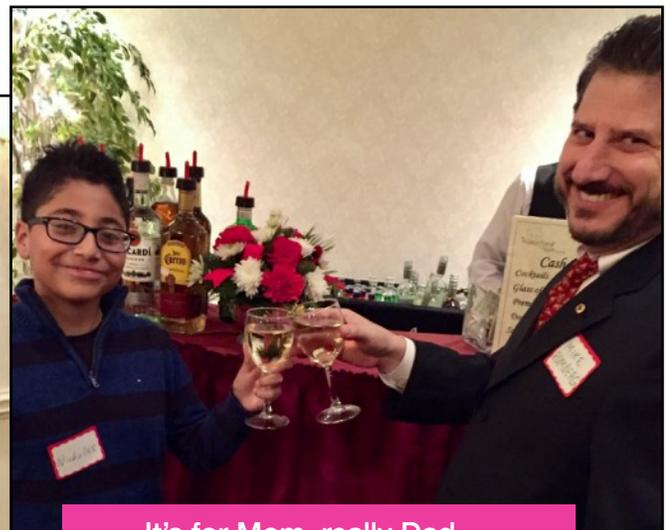




L: Scott & Liz arrive
R: Scott's fine menswear (with the name Hubert on the front)!



Our entertainment, "Smalltown" 2-man band



It's for Mom, really Dad....



Jim and daughters hand out door prizes



Mike & Kate, Gene & Nancy



Lewis and Nicholas receive gifts from Santa Doug



Lewis wins flowers



L: Suleiman guesses closest to number of candy kisses, and wins gift card and the kisses



Above: Karen & guest Qiang both guess closest to number of mints, win gift cards

L: Qiang takes home mints



R: Gordon, Elsie, guests Qiang & Vivien, Bill enjoyed a fun evening



After the party, we received this text note from Vivien: “Thanks so much again for inviting us for this wonderful party. We really had a very good time. Please feel free to let us know if we can help at any time. I will definitely help your next fruit sales. Wish you and your family a very happy holidays! 🎄👴”

Board Meeting

No Board meeting in December.

January Events

- Jan 2 - Lions Lunch Bunch
- Jan 7 - Regular Dinner Meeting
- Jan 8 - Eyeglass Recycling
- Jan 21 - Regular Dinner Meeting
- Jan 22 - Eyeglass Recycling
- Jan 22 - Bingo at Fairfax Nursing Center
- Jan 28 - Board meeting

Lions Information

Information on Credit Card Scams

What follows (in italics) is copied from an email from CitiCard - the provider of credit cards used by COSTCO members.

“We recently discovered a text message scam and wanted to make sure you are armed with everything you need to know to avoid falling victim to it. This scam involves sending text messages alerting you that your account has been restricted and that you'll need to call a phone number to regain full account access. Once you call the provided number, the scammer will attempt to obtain sensitive information, such as your:

- *Date of birth*
- *Social Security Number*
- *Mother's maiden name*
- *Card account number*
- *Card expiration date*
- *3-Digit security code*

If you receive a suspicious communication that appears to be from Citi trying to persuade you to provide the type of personal information listed above, please call the number on the back of your Citi Card to verify if it is legitimate.

Always proceed with caution and confirm requests are legitimate before responding to someone asking for personal information, money, or gift cards to resolve an urgent, yet fictitious scenario — such as a block on your account or the threat of an arrest. Please note, it is common for scammers to pose as a person

you can trust, such as a family member, government official, someone you do business with, or a charity.

If you think you may have been a victim of a scam or that your personal information has been compromised, you can place a fraud alert with your credit bureau by contacting one of the major credit reporting agencies (Experian: 1-888-397-3742; TransUnion: 1-800-916-8800; Equifax: 1-800-685-1111). You can also visit [ftc.gov/scams](https://www.ftc.gov/scams) to sign up for scam alerts, get information on the latest scams, and learn how to prevent yourself from becoming a victim.”

Special thanks to...

Several Lions who provided ideas and/or input (whole articles, reports, photos) for this month's newsletter. Such help is essential to presenting the news of this Club!

About “The Bob Stahl Memorial Newsletter”

Bob Stahl was a WW2 veteran (US Navy - Pacific Theater) - part of the Greatest Generation - and a Fairfax Lion for nearly 40 years (serving as President and bulletin editor, among other duties).

“The Bob Stahl Memorial Newsletter” is published in PDF format, and is distributed by email to club members around the 1st of each month. **YOUR COMMENTS AND CONTRIBUTIONS ARE ALWAYS WELCOME!** (That does not mean \$ contributions, but your words & photos!) And please do not hesitate to let the editor know where there are misspelled names, etc.

That's all folks!

Send any suggestions, or items to include in the next newsletter.

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Fairfax Lions Club



We Serve

Since 1951