



It's About Time!

A bi-monthly newsletter

Vol. 12, Issue 1

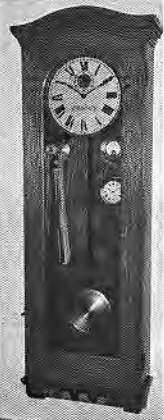
June/July 2015

HEART OF AMERICA CHAPTER 36

The National Association of Watch & Clock Collectors, Inc.

<http://community.nawcc.org/chapter36/home/>

Chartered 1960



Notice of Meeting

Sunday, June 14, 2014, 2 PM
(Doors open 1:30PM)

Lenexa Community Center, Room AB
13420 Oak Road, Lenexa, KS

Program:

**1907 Standard Electric
Master Clock
with Slaves & Bells**

By Bob Chester
assisted by Joe Loar

Ralph Hinton Centenarian



We salute and congratulate Ralph Hinton on his 100th birthday! Ralph's membership in Chapter 36 can be traced as far back as the 1960s and he was Secretary/Treasurer of our chapter for two years beginning May 1970.

Ralph's introduction to Chapter 36 came about because of Dr. Harry Knauff, another long-time member and a past President of our chapter.

Fellow member Ron Dickinson recently spent an enjoyable two hours reminiscing with Ralph. They recalled the great times they had along with Dr. Harry Knauff: going to regionals, nationals, and the Harris auctions in Iowa.

Ralph recently renewed his driver's license and can be seen motoring about Cambridge, NE in his 1988 Chevrolet Celebrity (with less than 50,000 miles). He has fond memories of Chapter 36, eagerly awaits each newsletter, and wishes that he was able to attend our meetings.

Happy Birthday, Ralph, and many, many more!

-Ron Dickinson and Greg Gould



Milestones



From June through July 2015, the following members of Chapter 36 have continuously maintained NAWCC membership:

35 Years

Don Allen

25 Years

Ednabelle Menditto

20 Years

Mark Bradfield

15 Years

Dirk Soulis

Steve Waitzmann



New Members

We welcome the following to the family of Heart of America, NAWCC Chapter 36:

It's About Time!

James McAfee
Roberta Reupke
Burt Rich
Eric Showalter



It's About Time!

Volume 12, Issue 1

A bi-monthly newsletter
for members & friends of

**HEART OF AMERICA
NAWCC CHAPTER 36**

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NAWCC NATIONAL LEADERS

Don Allen
Fellow

Ron Dickinson
Old-Timer

Bill Dugan
Fellow

Research Committee
Chair, 2011 National Convention

Harold Engelhaupt
Convention Committee

Ruth Herrmann
Fellow

Wayne Herrmann
Fellow

John Martin
Fellow

Don Mills
Old-Timer

Jerry Thornsberry
Star Fellow
Director

Florent Wagner
Old-Timer

2015 River Cities Regional

Report to Chapter 36 Membership

We all should be very pleased with the success of this year's Regional. Again, we are financially successful and our total attendance has had a huge increase. Most importantly, our success is because all of us have worked together to create an event that was fun for our table holders, members and public guests. Our volunteers included 43 members and guests (approximately 50 % of our members) who handled approximately 84 assigned tasks. This collaboration is the key to our success.

The comments received from our survey responses and from Steve Humphrey and Ruth Overton are very positive and they both were very favorably impressed. These responses back up the fact that our Regional was quite successful, very well-attended and a lot of fun.

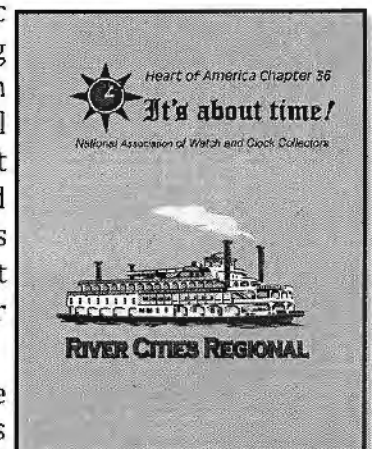
We sold out of tables and we sold out of Banquet tickets. We had one door prize for each of the 70 individuals attending the Banquet. We also had another second door prize for 52 of them. Attendees received more value in door prizes than the cost of a Banquet ticket. I believe this is a first. We also gave out 20 more prizes over two days at the Mart. A conservative market value of all of our door prizes totals approximately \$2,860. Our donors were exceptionally good to us.

I have access to the attendance numbers of other chapters' Regionals, and our Regional's Guest attendance rivalled that of the very largest Regionals in the country. Our Public attendance increased by 80 percent over last year to a huge total of 202 (this adjusted total includes three additional individuals that did not go thru the Registration process). Our Public Guests represent an additional cash flow of approximately 14% of total mart revenue. Our Public Guests now represent half of the total attendees at our Regional.

Another measurement of success is that a significant majority of our Table Holders remained set up until the end of the Regional on Saturday. We saw a lot of action with the increased total of 155 public guests attending just on Saturday. Remember how it used to be on Saturdays? Because of your efforts we have come a long and productive way.

The continuing dramatic increase in the public attendance resulted from our basically having developed a fun event for all. Our reputation and the extraordinary assistance of Pat O'Neill of O'Neill Marketing and Event Management enables us to reach the public through TV and print media such as *The Kansas City Star*. Pat is already considering additional methods that can be used to further promote our Regional for 2016.

We have also established a Visitor's Data Base that includes almost all of the previous guests that have visited us. We are now able to email



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continued from page 2

National, Chapter and Regional information items to them as appropriate. It is possible that many of them will return to our future Regionals with their family and friends. We are excited and exploring new ways to improve upon our success. We will update you throughout the year as to our activities.

I wish to repeat my comments from last year's report on our 2014 Regional, 'we did it, we did it well, and I applaud you for the great job you did to make it happen'.

- Harold Engelhaupt, General Chairman, 2015 River Cities Regional

A TEAM EFFORT PROMOTING BOTH GOODWILL AND GROWTH

Of course everybody is familiar with the main features of a regional . . . vendors ready for sales, choice of seminars, an impressive horological display, silent auction, banquet and outstanding hospitality, all protected by a security team during the day and police guards by night. Not to mention the nearly 400 members and guests assisted by registration.

**2015 River Cities Regional
Lenexa, Kansas
April 17-18, 2015**



But you might like to know more about a relatively new team effort that has been making an impressive impact these past two years: the Welcoming Committee.

During the regional, committee members focus primarily on public guests. One member or another aims to greet each and every person as they enter the building, introduces them to a visitor registration worker, hands them a welcome packet, and accompanies them into the mart, all the while answering questions or concerns they might have. The welcoming registrars issue badges; they collect admission fees as well as other important information to enable post-regional follow-through.

After the regional, the welcoming chairperson mails a cordial note to each visitor or family, offering any future help that might be desired, and inviting them to visit upcoming chapter meetings. A few weeks before next year's regional, our guests will again be contacted and invited.

Chapter 36 is already reaping benefits from the goodwill inherent in our welcoming program through word-of-mouth, requests for assistance, and (hooray!) new members.

Your welcoming committee members are very proud of their service to the chapter and the public, and what they accomplish both during and after the regionals is proving valuable indeed.

- Harry Firth, Chairman, Welcoming Committee

REGISTRATION — 2.0

The registration function of our regional this year utilized computers and the NAWCC's Registration Software Program. If you didn't notice this or were unaware that anything was different—that was the idea! At its best, registration should be transparent to the customer but perform as many registration activities as possible and generate meaningful financial information with a minimum of data entry.

To that end, pre-registering an individual this year allowed for the automatic checking of a member's status as a current NAWCC member and the automatic creation of a confirmation letter, name badge, packet label, and table assignment label, as applicable. Additionally, the program was able to inform us of remaining available tables and banquet tickets, assign tables to table holders, and provide real-time financial information regarding the sales of our services (admission, table holder, banquet, early bird, etc.). Walk-in registration also benefited by the automatic verification of member status, the ability to print name badges on-demand plus the ability to access financial measurements.

Our decision to "automate" registration was not taken lightly. We consulted with the NAWCC Regional Committee at last year's NAWCC National Convention (which included Steve Humphrey and Ruth Overton). Also, we spoke with those in other chapters who were responsible for registration and observed first-hand at other regionals "automated" registration. The foregoing, plus careful planning, resulted in a smooth implementation. This yielded benefits including communicating to you the results of our regional via a special edition newsletter shortly after the regional.

-Greg Gould, Chairman, Finance/Registration Committee

2015 River Cities Regional

and now, a word
TO
our sponsors . . .

CHAIRPERSONS

Harold E. Engelhaupt
General Chairman

Rev. Canon Harry W. Firth
*Vice Co-Chairman
Welcoming and Chaplain*

Gregory D. Gould
Finance/Registration/Graphic Arts

Greg Arey
Mart

Barbara Boucher
Hospitality

Florent W. Wagner
Publicity & Evaluation

Diane Dressler
Media Relations

Bill Maune
Publishing

Mike Haines
Mart Setup & Security

Joe Loar
Silent Auction

Jan Engelhaupt
Banquet

Jerry VanLanker
Exhibit

Steve Waitzmann
Exhibit Displays

Steve Stoecker
Photography

Gene Grimes
Signage

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DONORS

NAWCC

Heart of America, Chapter 36

Great Plains, Chapter 58

Crowne Plaza Hotel

Jack Stack Barbecue

Dirk Soulis Auctions

Donegan Optical

Arlington Books

Merritt's Clock Parts

Timesavers

Collector Bookstore

R.O. Schmidt Auctions

Lenexa Chamber of
Commerce

Harold and Jan Engelhaupt

Harry Firth

Greg Gould

Mike Haines

Bill Maune

Jerry Thornsberry

Bonnie and Brian Haupt

-Harold Engelhaupt

Regional "Roadshow"

A pleasant surprise at our regional this year was the large number of public guests who were keen to have their timepieces evaluated by our indefatigable expert, Florent Wagner.

In 2013, only 65 guests attended (Saturday only). In 2014, the number of guests grew to 112 (Friday and Saturday). This year, it climbed to 202 (again Friday and Saturday).



Photo by Steve Stoecker

Some lessons learned:

- ♦ everyone's timepiece is a treasure to them—no matter its condition, rarity, age, or completeness. Evaluating these "treasures" that often belonged to loved ones long gone requires honesty—and guts!

- ♦ if we, as a hobby, club, and organization are to survive, we must prove our relevance to others in an engaging and entertaining way—and "Free Evaluations" seems to be a great way to do this.

We clearly must explore ways to entertain an ever larger number of guests seeking an evaluation. Perhaps adding more space, more evaluators, or a dedicated line for clocks and for watches.

We welcome any suggestions you may have for us.



Putting the "Fun" into "Regional"

One thing heard consistently from Chapter 36 members, regional attendees, public guests, and NAWCC national figures is that our regional has a well-deserved reputation for friendliness and fun. This year the fun factor got a boost in the form of a new prize that was announced and awarded at the banquet.

Partnering with the Crowne Plaza Overland Park Hotel, we surprised one lucky regional attendee staying at the hotel with a night's free stay! The lucky winners were Gary and Louann Bounds from Oklahoma City



who were attending their very first regional.

Thanks, Crowne Plaza, for a great giveaway!

What if We Had a Party & No One Came?

You don't get 202 members of the public to show up at a clock and watch show on a rainy weekend in Lenexa without a lot of advance planning and hard work.

Consider:

- ⇒ An ad was placed in *Discover Vintage America*, an antiques magazine available for free throughout the Midwest.
- ⇒ A professional marketing agency secured print media and TV coverage of our event.
- ⇒ A determined group of 21 chapter members (thank you, all!) blanketed antique shops and malls, libraries, clock shops, and community centers with our flyers throughout the metro area and beyond.
- ⇒ Our friends at Dirk Soulis Auctions piggy-backed an ad to their auction and estate sales mailing list.
- ⇒ Craig's List was used and our ad continuously updated and rotated.

Auditor's Report

This is to advise that I have completed the Audit for our Chapter and Regional accounts. The audit agrees with the Chapter account balance of \$3,591.05 on Bank Statement dated 12/31/2014.

Also, the audit agrees with the Regional account balance of \$20,465.84 on Bank Statement dated 12/31/2014.

Bank Midwest is the Bank referred to above for the statements.

The audit found both accounts to be well documented using good and proper accounting procedures and documentation.

Compliments to Greg and others who were involved with the finances of the Chapter and Regional accounts.

Sincerely,

/s/ Darrell Carr

NAWCC 39131

Appointed Auditor

April 5, 2015

Member Directory

Calendar 2015 dues have been received from all members (thanks!) - that means that the Chapter 36 Member Directory is now available! Your copy will be available at the June 2014 member meeting. It is also available on our website where it is updated throughout the year.



Let us know if you find yourself unable to attend the June meeting—a copy will be mailed to you.



NAWCC Store

It's too late for Mother's Day but not for Father's Day! Drop a few hints about the neat stuff that can be found at the online NAWCC Gift Shop—or treat yourself!

Go to nawccstore.org and browse categories such as clothing, giftware, tools, stationery, backboard labels, clock dials, and videos.

Bob Hill

Thank You

Dear NAWCC Chapter 36:

Thanks to all of you for the beautiful flowers. Bob really missed the clock meetings. He always enjoyed them. He missed not seeing you all and visiting with you.

Thank you again.

Love,

Wanda Hill & Family

April 16, 2015



Treasurer's Report

Balance Sheet

April 30, 2015

	Chapter	Regional	Total
Cash, Unrestricted	2,583	22,874	25,457
Education Fund	352		352
Cash	2,935	22,874	25,809
Prepaid Expenses	662	450	1,112
	<u>3,597</u>	<u>23,324</u>	<u>26,921</u>
Deferred Dues	280		280
Members' Equity	3,317	23,324	26,641
	<u>3,597</u>	<u>23,324</u>	<u>26,921</u>

Income Statement

January 1 through April 30, 2015

	Chapter	Regional	Total
Member Dues	830		830
Lifetime Member	(10)		(10)
	820		820
Mart		8,460	8,460
Other		1,611	1,611
50/50 Drawing	78		78
Donations	50	511	561
Total Income	948	10,582	11,530
Rent	63	2,001	2,064
Advertising		2,029	2,029
Banquet		1,538	1,538
Supplies	14	859	873
Prizes	325	450	775
Printing	160	487	647
Security		585	585
Hospitality		535	535
Postage	103	244	347
Memorials	317		317
Insurance		311	311
Other		6	6
Total Expenses	982	9,045	10,027
Net Income/(Loss)	(34)	1,537	1,503

HEART OF AMERICA

POP. 83

One can gauge the health of any organization by examining its financial information. A more meaningful gauge may well be the "number of people in the pews" factor.

For Chapter 36 the last year has seen its share of "farewells" but we have also been blessed by "hellos."

	Number of Members
May, 2014	76
Farewell	(6)
Hello	<u>13</u>
May, 2015	<u>83</u>

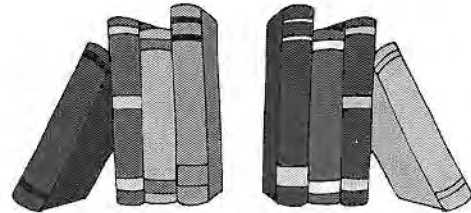
Special thanks to our members who have brought others to enjoy the fun!



nawcc.org/index.php/workshops/webinars

NAWCC Library Auction

The NAWCC Library & Research Center will be holding a used book auction throughout the month of June. All of the books will be related to horology and all of the proceeds will go to the library's acquisition fund.



The books in the sale will be a combination of items that have been donated, unable to be used, and removed from the library. A variety of subjects and price ranges are planned—including some out of print and hard to come by books.

Interested? Go to nawcc.org anytime during the month of June, and click on 4Sale\$NAWCC.

Time's Up!



All good things must come to an end, and so it is true for submitting articles, ads, ideas, and suggestions for future issues of our Newsletter. Deadline for upcoming issues:

August/September	July 15
October/November	September 16
December/January	November 18
March/April	January 13

Chapter 36 Member Application/Renewal

Please return this form with your \$10.00 check payable to "NAWCC Chapter 36" to Greg Gould, 1210 West 69th Terrace, Kansas City, MO 64113-2055. Or better yet, come to the next meeting and join in person!

Name _____ Date Submitted _____
 Street Address _____ City State ZIP _____
 Home Phone _____ Cell Phone _____
 Email address _____

Membership dues cover the year, January 1 through December 31.
 Dues are payable January 1st.
 Dues are delinquent April 1st (no fooling!)

HEART OF AMERICA CHAPTER 36

PLACE
STAMP
HERE

of the
National Association of Watch & Clock Collectors
Gregory D. Gould
Secretary/Treasurer
1210 West 69th Terrace
Kansas City, MO 64113-2055

ADDRESS SERVICE REQUESTED

June/July 2015



“Long May She Wave”

The 2015 election of NAWCC directors is over. It was happily reported that the number of members voting in the election was the highest in over a decade!

Missouri members have another reason for celebration: members from the “Show-Me-State” returned the third highest number of votes by state— behind Pennsylvania (1st) and Texas (2nd)!



Let Us Eat Cake!



During the June chapter meeting all are invited to savor a delicious decorated cake in celebration of 2015’s successful regional.

Upcoming Chapter Events

August 9, 2015
Cars, Boats, & Planes-
Clocks by Waltham

October 11, 2015
The Life and Work of
Chauncey Jerome

December 13, 2015
Chapter Meeting

Do You Have an Eagle-Eye?

The first page of our last Newsletter contained an image of our chapter’s original charter granted by the NAWCC (right).

How many of you caught the rather interesting coincidence of the name of the then President of the NAWCC?

One member did—and his legal name is Alfred C. Scott!

The National Association of Watch and Clock Collectors

INCORPORATED

This is to Certify

that the Council of The National Association of Watch and Clock Collectors, Incorporated, grants the petition of certain members of the Association that they be permitted to form a Chapter of the Association, under provisions as specified in the Constitution and By-Laws of the Association, to be known as the

HEART OF AMERICA CHAPTER, No. 36

of the National Association of Watch and Clock Collectors, Incorporated. It is hereby ordered that the Council has ordered the Seal of the Association to be affixed hereunto, and this Charter to be duly signed and sealed.



Alfred C. Scott President
Gregory D. Gould Secretary
David [unclear]