JCNA Trophies Report – 2021 JCNA AGM
Submitted by Dave McDowell, Trophy Sales Chair

Trophy supplier: NILUSA has been our exclusive trophy supplier since 2017. NILUSA has continued to provide prompt attention to our orders and has maintained or exceeded our expected quality. They continue to work with us as a preferred customer. However, as a result of the 2020 economic slowdown NILUSA informed us earlier this year of a significant 2021 cost increase. Therefore, an alternate supplier was needed.

For the past few years I have been in discussions with Quality Design Industries "Forged Legends" about their products and their ability to manufacture JCNA's trophies. Given NILUSA's significant 2021 cost increase I solicited a proposal from QDI. Their proposal offered meaningful cost savings to JCNA when compared to NILUSA's 2021 prices. They have the foundry connections and capabilities to provide what JCNA needs. After reviewing their product samples I made a recommendation to JCNA's leadership team to make the change. We agreed this was in JCNA's best interest as it would allow us to maintain the current prices to our member Clubs.

Storage and shipping: For many years JCNA has been using a UPS store in Columbia, SC for the storing and shipping of JCNA's trophies. The store's ownership recently changed hands and this has been disastrous for JCNA. The store has had difficulty providing accurate inventory updates and has mishandled shipping requests. Add to this their increase in cost for shipping and handling has resulted in an unacceptable situation. As a result, with assistance from George Camp, a decision was made to terminate the trophy storage and distribution relationship with this store. With George and Rob Thuss' assistance JCNA's trophy stock was temporarily transferred to the Coventry Foundation. George will coordinate shipping until a suitable storage and shipping replacement has been identified. I anticipate this will be resolved in the coming months.

Inventory Update:

Our 2021 starting inventory was as follows:
121 1st Champion
 73 2nd Champion
 62 3rd Champion
 85 1st Driven
 77 2nd Driven
 65 3rd Driven
118 International Jaguar Festival
601
 63 North American Championship plates
664 Total

To-date our 2021 new inventory purchases are as follows:
NILUSA – Purchased their remaining stock at a discount
 11 1st Champion
  5 3rd place Driven

 4 North American Championship
 20 Received and added to the above inventory

QDI – Initial order placed

 50 1st Champion
 50 1st Driven
150 North American Championship plates
250 on order; the first shipment will be received in August.

North American awards: Due to the pandemic the 2020 competition season was significantly limited. As a result, only 59 year-end trophy plates were earned and awarded. Please contact me at xjjags@gmail.com if you did not receive yours.

The International Jaguar Festival: The specially designed IJF trophy plates, introduced in 2017, have become a popular choice to use at this annual event. They offer an affordable alternative when compared to other quality award options. The trophy plates provide an opportunity to add customized text specifically related to each IJF event. JCNA maintains an inventory of these for future use by JCNA Clubs hosting this event.

JCNA's Trophy buy-back program: Please remember that JCNA has a trophy buy-back program. If a JCNA Club orders more than they need for a Concours event JCNA will buy back the surplus awards that are remaining from that year's Concours. Please check the JCNA website for more information regarding this opportunity and trophy ordering timelines.

Trophy Sales and Distribution Manager: JCNA is still seeking a trophy sales and distribution management person to take over these responsibilities from me. This is a great way to meet and connect with our North American Concours, Slalom and Rally competition members. If you are interested please contact me at 214-649-5275 or xjjags@gmail.com to learn more about this opportunity to serve JCNA and our members.

END OF REPORT