

CR-04b Trophy Report

March 2, 2013

Trophy report submitted for 2103 AGM

This report will be in two parts. The first is a discussion of the club trophies and the second the North American awards.

A couple of years ago the trophy program was almost dead. We were out of stock and the clubs had lost confidence in it. I am please to report we have a viable program with more and more clubs moving toward the JCNA trophy due to the above and the speedy processing (thanks Coventry West) and the buy back program. Please have your clubs consider that while local trophies are interesting the local vendor will not buy back overages and will only make to order. JCNA will allow you to order at the last possible second (shipping aside) and allow over purchase so that awkward moment of “oops” is avoided.

In those dark times we purchased 1000 first place trophies from WiltonArmetale. We have used half in two years—it was a good purchase at a bad time. We should not need to order any trophies until the next season starts and then it will be first driven.

We made it through most of last year on stock. We are slowly drawing down the 2nd and 3rd trophies in both concours and driven but at the current rate we have stock for several years. Due to the numerous classes we have become a club that awards either 1st champion or 1st driven. Just the way it is.

We did order 1st driven trophies this year but due to the forecasting program of the Coventry West Computer and the fact we are keeping data the 50 we ordered arrived the day we ran out. JCNA did JIT!

Again we owe a debit to WA as they have worked with us to allow small orders without a penalty. In 2009 JCNA paid about \$1500 in penalties for short orders-since we have paid \$0.

North American TROPHIES

The stock of NA trophies has been moved to Coventry West. This has already resulted in a substantial savings for storage and handling and will continue to reflect that in the future. We are overstocked in driven class with about 2 years on hand. To complicate matters they are in two different styles. Our intention is for winners that receive only one trophy we will issue the earlier style and use up that stock.

The stock of Champion class is overstocked by about 20%. We use 210 of these each year historically so the management of this number becomes critical. There is absolutely

no reason to hold this number of trophies on the shelf for a year when they have no other use. This will be drawn down. An order was placed for 170 Nov. 1 2012 and were rec. Feb 14. 2013. Remember we have a 16 week lead time. Also remember that the annual outlay for these trophies minus handling and postage is about \$10k.

It is possible we will use more trophies this year than we have historically. This, in spite of initial protests, seems to be the result of the on line confirmation process. This process has saved the club substantial funds and has resulted in higher accuracy in names and addresses. Hats off to Steve Kennedy.