

## 2019 JCNA Liaison Report

JCNA and JLR continue a good line of communication which is beneficial to both JCNA and JLR. At JLR I communicate with, Vin Landimarino who reports to Kim McCullough and I continue to communicate with Fred Hammond.

After a wording change and with Vin's assistance the XK 120 badge was approved and the agreement signed on July 2, 2018 by JCNA president Jack Humphrey and JLR legal Anna-Lisa Corrales. The agreement was the same stipulation as the JCNA 60 year badge. The XK 140 and 150 badge was not approved due to it's too far in the future for JLR to approve them.

*Thank you very much for that follow up note, Barbara! That is a great indicator of the JCNA's character and integrity and continues the positive steps forward that we have been making together.*

*Kind regards, Vin*

The above message was sent after we notified JLR that the JCNA 60 year badge had been destroyed.

The requested 12 regional club/JLR agreements were signed and sent in on February 12<sup>th</sup>. They were sent to Adela Lungu in the JLR legal department.

The successful JLR private discount program continues benefiting both JCNA members and JLR sales. The private offer program has the following discounts.

Jaguar discounts: **2018/19 XE** \$1000, **2018 XF** \$1000, **2018/2019 F-type** \$1000, **2018/2019 F Pace** \$1000 and **2018/2019 E Pace** \$1,000

Also included this year are Land Rover discounts: **2018/2019** Discovery Sport \$1000, **2018/2019** Discovery \$1000, **2018/2019** Evoque \$1000, and **2018/2019** Range Rover Velar \$1000

***Subject to vehicle availability. SVR models excluded.***

The 2018 Special Event Sponsorship money was distributed by decisions of the regional directors in the regions where application for sponsorship had been applied for. The due date for 2019 sponsorship support is February 28<sup>th</sup>.

The JLR F-type on track conditions test drive was once again held in 2018 in conjunction with SVRA at various race track events throughout the country. Tyler Solomon was the JLR representative for these events.

Submitted January 10, 2019  
Barbara Grayson JCNA Liaison

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## Jaguar

<b>Model Year</b>	<b>New Model</b>	<b>Trim Level*</b>	<b>Amount</b>
2018 / 2019	XE	All	\$1,000
2018	XF	All	\$1,000
2018 / 2019	F-TYPE	All	\$1,000
2018 / 2019	E-PACE	All	\$1,000
2018 / 2019	F-PACE	All	\$1,000

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## Land Rover

<b>Model Year</b>	<b>New Model</b>	<b>Trim Level*</b>	<b>Amount</b>
2018 / 2019	Discovery Sport	All	\$1,000
2018 / 2019	Range Rover Evoque	All	\$1,000
2018 / 2019	Range Rover Velar	All	\$1,000
2018 / 2019	Discovery	All	\$1,000