

JCNA Trophies Report – 2020 JCNA AGM
Submitted by Dave McDowell, SC Regional Director

NILUSA has been our exclusive trophy supplier since 2017 after taking over from our long time supplier Wilton Armetale. 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. With their cooperation we have continued to keep cost increases to a minimum.

The International Jaguar Festival trophy plates that were introduced in 2017 have become a popular choice to use for 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.

Inventory Update:

2020 JCNA AGM TROPHY REPORT		2019 RESULTS		
STYLE	OPENING INVENTORY	AMOUNT ORDERED	AMOUNT USED	CLOSING INVENTORY
1st Champion	55	150	74	131
2nd Champion	45	50	11	84
3rd Champion	63	0	0	63
1st Driven	69	50	59	60
2nd Driven	62	0	24	38
3rd Driven	26	50	9	67
International Festival	117	0	0	117
North American	57	175	171	61
Totals	494	475	348	621

Total 2019 sales were significantly less than in prior years. As a result, we have a good inventory on hand. In an effort to encourage more JCNA Clubs to use JCNA trophies for their events there will be no price increase for 2020.

During the year a few trophies were returned as part of JCNA's buy-back program. Remember - 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.

North American awards: In 2019 **173** participants in Concours, Rally and Slalom events qualified for a JCNA North American year-end trophy plate. Shipping of last year's year-end award plates commenced in February.

JCNA's warehouse and distribution facility is located in Columbia, South Carolina. They manage our current inventory, receive and confirm all trophy deliveries from NILUSA, and coordinate the shipping of all Concours and year-end trophy plates. The direct cost value of our current trophy stock is \$20,521.

In anticipation of trophy requests returning to pre-2019 levels the following trophies are currently in production from NILUSA for 2020:

Prior years' usage is as follows:

2018 – 652 trophies

2017 – 560 trophies

2016 – 674 trophies

STYLE	2020 ORDER
1st Champion	50
2nd Champion	0
3rd Champion	0
1st Driven	75
2nd Driven	50
3rd Driven	0
International Festival	0
North American	150
Totals	<hr/> 325

This will result in a healthy stock for 2020 and the early 2021 Concurs seasons.

Looking forward we have been contacted by another custom crested pewter plate supplier – Forged Legends, which is part of Quality Design Industries. They provided a preliminary price quote to produce same or similar trophy plates. We will keep this option open in the event NILUSA ceases to meet our needs.

END OF REPORT