

CR-4b Trophy Report-George Camp

Trophies—Club use:

Trophy use from clubs continues to be healthy. Our programs of buy back and our in stock and almost instant shipping are working well. Clubs now can wait till very late to order (**ship time +1 day as opposed to the old 6 weeks**) and if they choose they can over order with assurance of return. For anyone who has run a concours this is a big concern and very helpful and there is no reason to be short.

With the help of Coventry West's automated order system we have now captured a couple of year's worth of history. This allows us to continue to drop stock levels and continue to satisfy orders. Coupled with Wilton's (Wilton Armetale) sweetheart deal we hold the minimum of inventory. With another year of captured history we will be able to drop holdings even further. Wilton has also recently dropped the minimum order to 25. JCNA will never pay a penalty!

The 1000 1st place trophies we ordered 3 years ago (with reservations) are almost depleted. We will have to re order this coming year but again with the captured history only what we will need. The effort here is to serve the clubs but retain the investment in CDs and not inventory on the shelf.

Trophies-North American:

With correct awarding of the Championship and Driven event trophies we have stock levels under control. There will orders this year for approximately 70 Championship and 60 Driven events. We (JCNA) awarded a total of 228 end of year awards that represent about \$7000. Thanks to Steve Kennedy's handling of the

awards and again Coventry West's record keeping we will be able order what we need. It is still my goal to end the year with almost no stock in these two trophy categories.