

JCNA Trophies Report – 2017 JCNA AGM

Submitted by Dave McDowell, SC Regional Director

NEW JCNA TROPHY SUPPLIER

Wilton Armetale (WA) had been JCNA's exclusive trophy supplier for more than four decades. Over that time they manufactured thousands of Concours and North American year-end awards enjoyed by JCNA's members. Last April JCNA was notified of Wilton Armetale's sale to Lifetime Brands (LB). Subsequent to that announcement Lifetime Brands notified JCNA that LB was cancelling their custom crested line of products and would no longer be our supplier for those items. Although JCNA had enough inventory on hand to complete the 2016 Concours season we would need to find a new supplier for 2017.

During last summer JCNA researched a variety of other suppliers, considered alternate types of trophies, and consulted with other organizations who had previously been customers of Wilton Armetale. Sadly, we found very few options. A few months after the Lifetime Brands announcement we were contacted by a former WA senior executive. He had formed a new company, NILUSA, and was very interested in expanding his new company's custom crested product line to meet our needs. He was very familiar with our past history with WA and knew that JCNA was a long-term trusted customer of theirs. Over several months JCNA negotiated with his company and we are very happy to report that NILUSA will be able to provide the same line of high quality awards that we have come to enjoy. Style, quality and finish will be consistent with our past history. In addition, NILUSA exclusively uses American-based foundries. This will benefit JCNA by establishing more consistent delivery schedules and better control over quality. We are confident our members will be pleased to know they are buying American-made products.

JCNA enjoyed level pricing from WA for many years, partly due to WA's outsourcing of product manufacturing to a foundry in Mexico. As a result, JCNA has not increased the cost to our members for a very long time. NILUSA has been exploring all possibilities to maintain the same or similar cost structure for JCNA and our members. For the most part we've been able to keep cost increases to a modest level. However, a change is coming and will be reflected in our 2017 pricing after our current inventory has been exhausted. In addition, JCNA will re-institute our buy-back program. If a member Club orders more than they need for a Concours event JCNA will buy back the surplus awards. Please check the JCNA website for more information regarding this and trophy ordering timelines.

We are looking forward to our new relationship with NILUSA and feel fortunate that our traditional awards program will continue with the same style and quality as before for many years to come.

USAGE AND INVENTORY

2016 usage was as follows:

| | |
|-------|-----------|
| 1C: | 188 |
| 2C | 63 |
| 3C | 13 |
| 1D | 182 |
| 2D | 52 |
| 3D | <u>15</u> |
| Total | 513 |

In addition, 226 participants in Concours, Rally and Slalom events qualified for a JCNA year-end octagon trophy plate. Our plate order has been received from NILUSA. Name tag production will start soon. Shipping of last year's year-end award plates will commence in March.

JCNA's opening 2017 inventory is as follows:

| | |
|----|-----------|
| 1C | 102 |
| 2C | 36 |
| 3C | 91 |
| 1D | 29 |
| 2D | 48 |
| 3D | <u>31</u> |
| | 337 |

Our initial 2017 trophy order has been placed with NILUSA and will be available when our current inventory has been depleted. The following items are currently on order and will be manufactured in two phases this year:

| | |
|----|-----------|
| 1C | 150 |
| 2C | 50 |
| 1D | 175 |
| 2D | 25 |
| 3D | <u>25</u> |
| | 425 |

JCNA has also contracted with a new trophy inventory storage facility. Our storage and distribution will now be managed by The UPS Store based in Lancaster, SC. JCNA appreciates the many years of service we have received from Coventry West and we thank Dick Maury for overseeing this effort. In addition, JCNA's Merchandise Shop on our website will undergo additional updates this summer. Stay tuned for more information.

END OF REPORT