

AIS Exhibition Supply Chair Report. Spring Board Meeting, 2019.

This is my 2nd year to serve in this capacity. It's been fun.

This report includes business up to April 1st, 2019.

There have been 33 orders filled and shipped, the same as in 2018.

Total merchandise sold (order check, less shipping), is \$ 3,058, while in 2018, \$ 2,394.

The difference between the freight collected, less actual cost, is \$ 37.70. with 2018, \$ 58.69. This lower margin is still not a critical loss.

On Jan, 01 '19, Postal rates went up on all flat rates, and 'weight and distance'. However, until the USPS raises again, we should still be able to hold to the \$ 14 shipping for 2020.

I did reorder ribbons (1) and rosettes (4) to fill back to a 2-year need. I will do so again, this fall or Jan, on the ending inventory from 2019.

John or Susan reordered a shipment of entry tags, 20K, I think, so I'm set for quite a while.

I have sent out the last of the "Invitation to Join" brochures. I have included in each order a packet of the new "Bookmark", along with a note, explaining them, and the web site instructions which John Ludi drew up. At the meetings, and JT's I've attended, I have a bi-fold display, and explain it, then give a couple to each present. The nine designs are particularly interesting to people. Additional orders for them, need to come from the Store Front. That will be reflected on the revised order form for 2020.

The total orders for 2018 was 85, so we still have a ways to go.

Respectfully,

Nick Stewart.