

AIS EXHIBITION SUPPLY CHAIR REPORT    JANUARY 2020

Nick Stewart

Surprisingly, the figure totals for the 2019 show season have remained very close to the 2018 season.

I have placed a back-fill order for rosettes and ribbons, again this year, but still have enough of all items to fill all orders until the order arrives. (the 4 month-out-order nets us an 8% discount). There is no price increase of the rosettes and ribbons, this year, until 1 March 2020, and that doesn't affect my order, but we'll need to compare the increase before the spring 2021 show season, for future orders. I only reordered 3 of the 4 ribbons, and 5 of the 12 rosettes.

I will need to place an order for more entry tags from the Phoenix Press, again this summer or fall. I try to have not-less-than TWO years supply on hand, when I reorder. I shipped 207 (pack/100).

On the AIS bookmarks, I still have the second full box of the initial order, plus 15 packets. I suggest that we make a change to the supply order form, deleting the "Invitation to Join", replacing it with the bookmark information, leaving the blank to order a packet of the bookmarks, instead. Or does the Board want me to continue the insertion of a free packet with each order, again this year?

The USPS rate increases of Jan 2019, I thought, would reduce our margin of freight collected (\$14) on each order, and the actual amount I ship the boxes for. It has not. Partly because I have learned a bit more about how to better use or not use their 'Flat Rate' shipping boxes. Note, when I checked with the Post Office, Jan 7th, they didn't know if, or how much of a rate increase might occur, but such increase, if it happens, isn't scheduled until 21 January, 2020. I should be able to have such info by the teleconference call. (chart below \* rounded to whole \$)

Title	2018	2019	
Orders filled	85	80	- 5
Average order 14	\$ 73	\$ 87	+ \$
Supply Items	\$ 6202	\$ 6960	+ \$ 758
Shipping Collected	\$ 1245	\$ 1171	- \$ 74
Actual Shipping*	\$ 1026	\$ 937	- \$ 88
Our Margin*	\$ 219	\$ 234	+ \$ 15

Submitted, Nick Stewart

